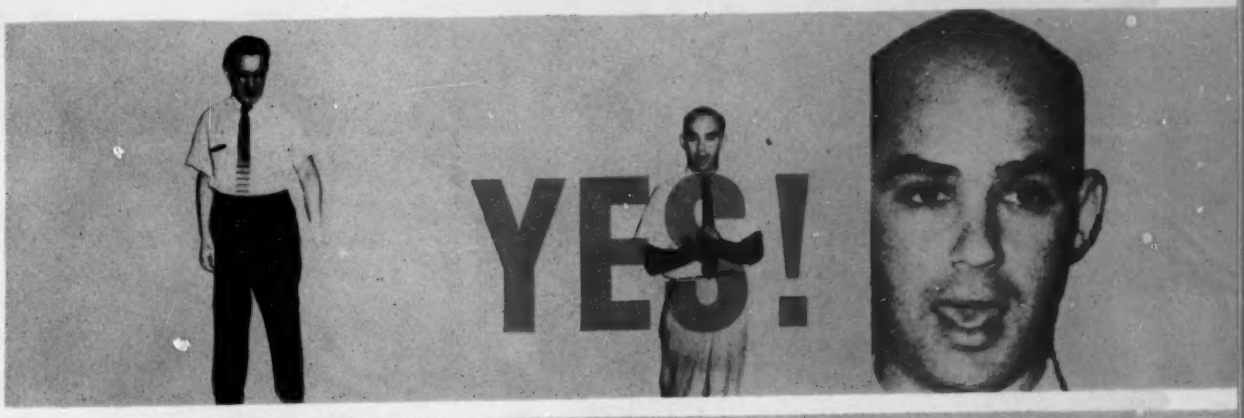
Institutional Laundry

the magazine for the institutional laundry manager



mpers Flare . . .

en LMs argue the ndardized cost n, opinions flow x and fast and pers begin to For a "pro and round-up of ar- ments on this hotly- rested matter, see y on page 18.

SEPTEMBER 1957

Serving our customers by serving our customers' best interests has been an H. Kohnstamm policy since we were established over 107 years ago. Today, that includes the finest research laboratory of its kind, where a well-rounded staff of trained technicians is constantly on the job . . . testing the new methods and materials that make your work easier. For example, two products of Kohnstamm research are SIMPLEX and HY-WITE . . . the modern soaps that assure laundries of whiter, safer washes . . . that sharply cut time and labor costs, too. Kohnstamm research is your research.

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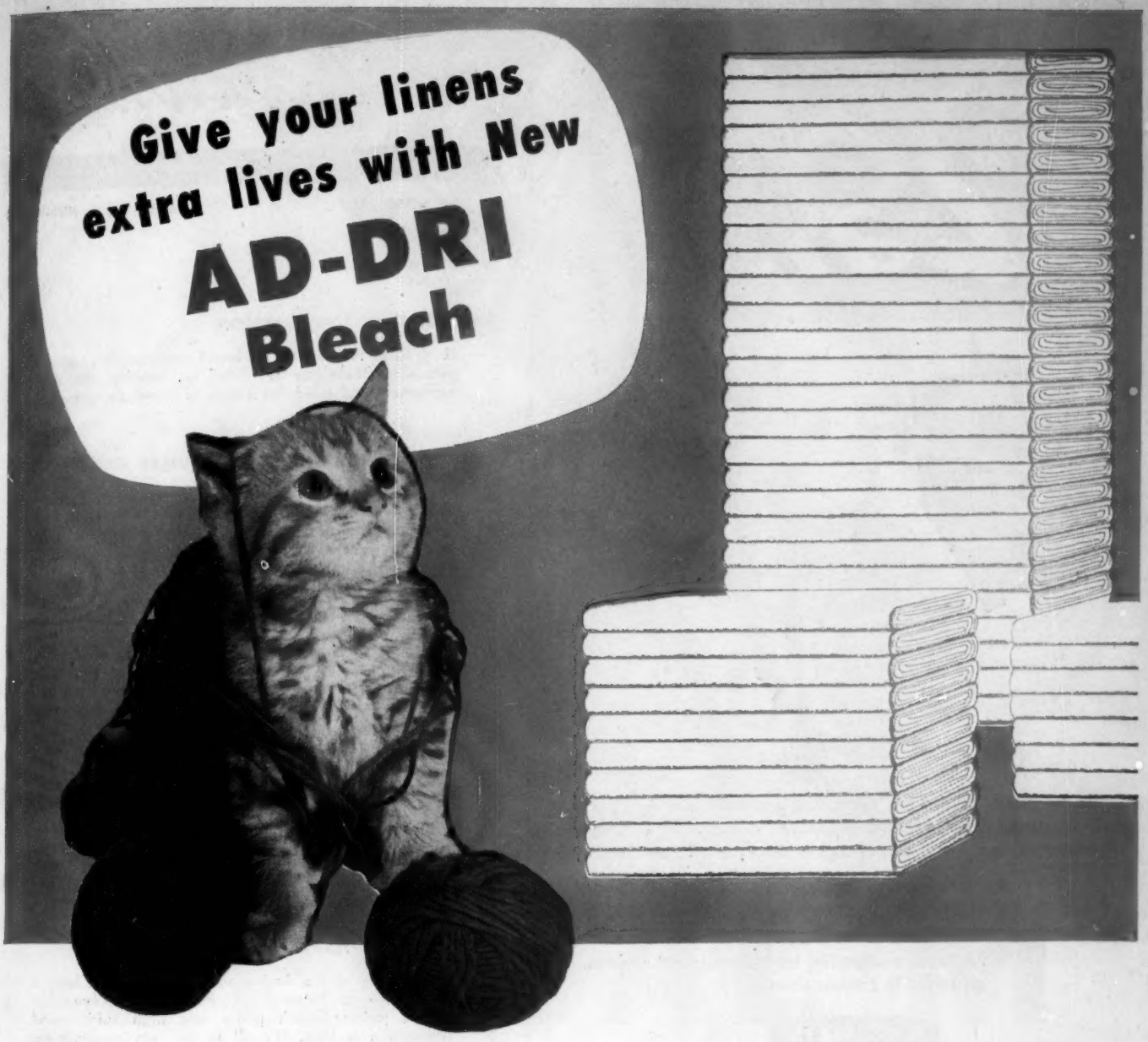

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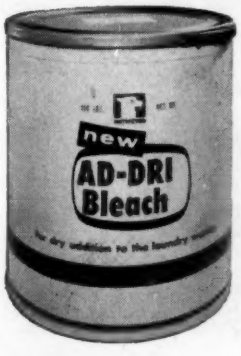

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18	39"	27"
20	41"	29"

*Lift hooks over 4 corners of truck rim, forming raised artificial bottom. As weight of load increases, lift platform drops to allow filling of truck. As weight decreases, platform rises—completely eliminates stooping and bending. Lift available for all standard truck sizes. Either truck or lift are available separately 4869

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Institutional Laundry

the magazine for the institutional laundry manager

QUARTERLY VOLUME 1 • NUMBER 2

A TALENT FOR PERSUASION

IL profiles Fritz Field, diplomat extraordinary, whose persuasive technique has filled his laundry with new equipment and oiled the wheels of his whole operation 14

DO YOU FAVOR THE STANDARDIZED COST FORM?

To get the lowdown on this burning issue, IL canvassed leading LMs on both sides of the fence and serves up their opinions hot off the griddle to help you form your own 18

FOUR MAJOR FUNCTIONS OF LINEN CONTROL

If linen control is your bugaboo, or even if it isn't, let Russell Rose, the American Institute of Laundry's expert on the subject, tell you what a good control system should do and how to get yours in shipshape condition 24

THIS LAUNDRY MUST KEEP ON THE RIGHT TRACK

How would you like to have to make deliveries a 1,000 miles away from your laundry? Well, read about a plant that does and never thinks twice about it 30

IT'S A MOST HAPPY LAUNDRY

The laundry at the Ambassador Hotel doesn't have a chorus line like "Most Happy Fella" on Broadway, but there's just as much jollity and high spirits—and production is tops. It's all in the way management handles the employes 36

HOW LM TEAM DOCTORED A SICK LAUNDRY

The laundry of Hospital X was about ready to give up the ghost when a troubleshooting team of LMs rolled in and came up with solutions saving labor, money—and the plant 34

ELEMENTS OF WASHROOM TECHNOLOGY

Soaps and bleaches are given the onceover in this second of a three-part series designed to provide the LM with a working knowledge of laundry chemistry... 40

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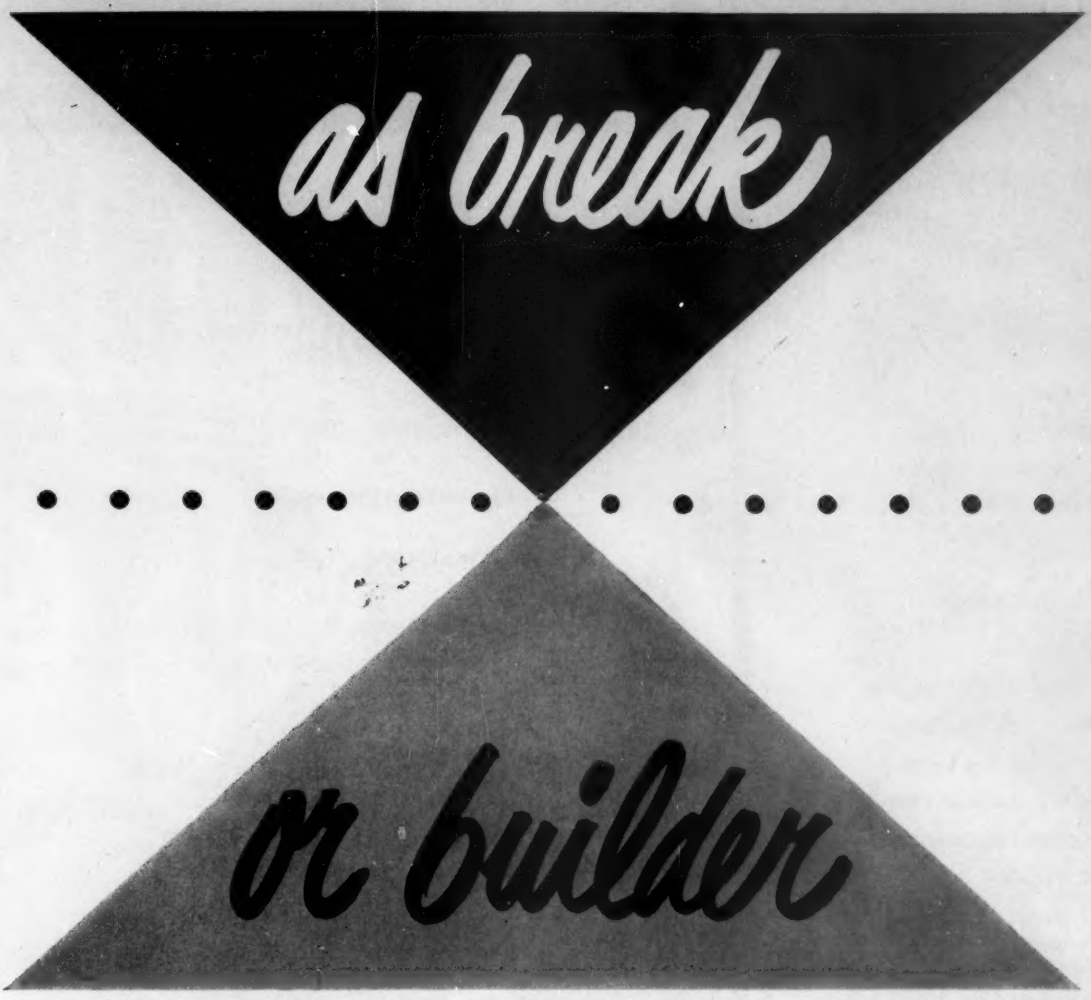

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Institutional Laundry

VOLUME 1 • NUMBER 2

the magazine for the institutional laundry manager

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Want to bet . . .

. . . I can get your goat.

. . . I can make you see red.

. . . I can make you tongue-tied.

Yessir, if you're a typical LM, all I have to do is whisper, not shout, the suggestion that a standardized cost form be put into practice, and you'll jump.

No matter what side of the fence you're on, your reaction is going to be quick and it's going to be violent. You'll either tell me in no uncertain terms to go have my head examined, or you'll throw your arms around me and hail me as a man of vision.

No two ways about it. You'll do it every time.

Let's face it. This is an important consideration for every LM. There is no getting away from the fact that a workable system of standards would go a long way toward justifying the existence of an institutional laundry and at the same time provide the LM with the strongest proof of how good a job he is doing.

At this point, it's too early for this magazine to take sides. Emotions are so strong and arguments so varied that until we get a sufficient cross-section of opinion on each position, it would be presumptuous for us to take a stand.

In the meantime, however, we urge you to examine and consider the typical arguments, pro and con, which we have developed from a recent polling of LMs (see page 18) and let us know your feelings on this very important question.

Len Fiddle

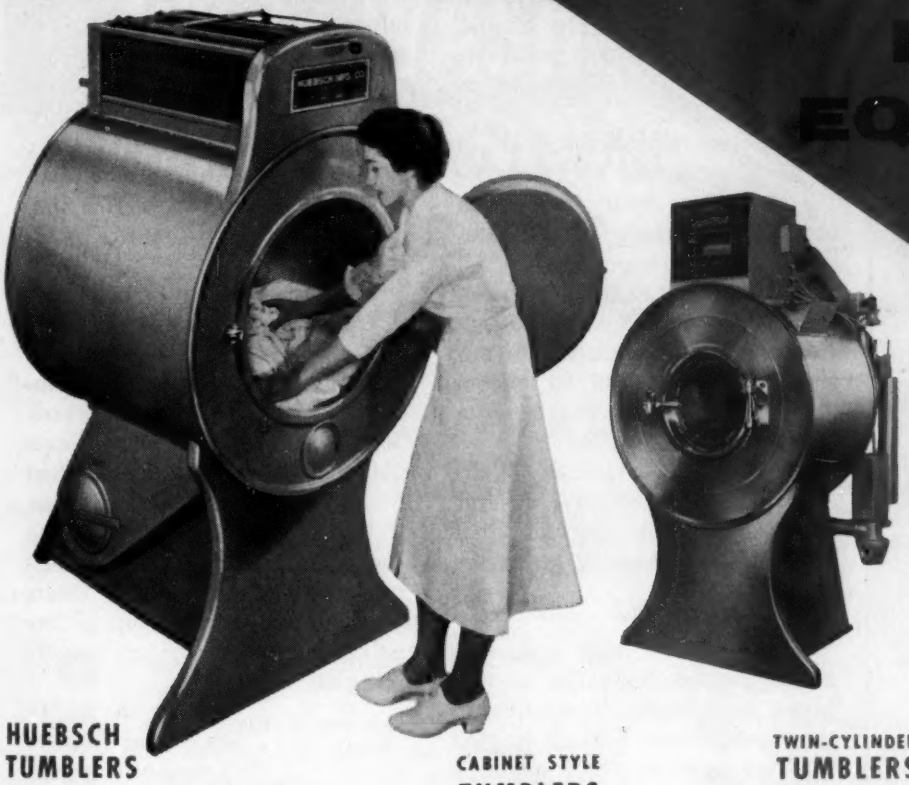
editor

P. S. Thanks a million for the wonderful reception you gave our first issue. Let's keep hearing from you.

For large or small installations...

HUEBSCH

LAUNDRY EQUIPMENT *meets* every need!



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Famous for ease of operation and trouble-free design, Huebsch Washers have a 50-pound capacity . . . but will do an equally fine job on a 25-pound load or even a 5-pound load. Choice of automatic, semi-automatic or manual controls.

HUEBSCH TUMBLERS

Whether you require one, two—or a battery of fifty—Huebsch Tumblers are the fastest, most efficient dryers available. Designed by the world's largest producer of commercial tumblers. In four sizes—Laundry or Dry Cleaning models.

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Ideal for drying any small load, a Huebsch "Twin" is only 27½ inches wide. Each cylinder has a 15-pound capacity. Gas or steam-heated models.

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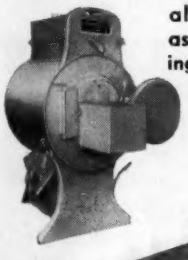
Operates just like larger Huebsch Tumblers, yet small enough to go through a 28-inch door. Has a 16-pound capacity. Perfect for drying small loads. Easy to operate; all controls on front. Gas or steam-heated models.

FEATHER RENOVATORS

Make flat and lumpy pillows look like new. Wonderful for laundries, hotels, motels, hospitals and institutions. Can also be used as regular drying tumbler.



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PARA PATCH
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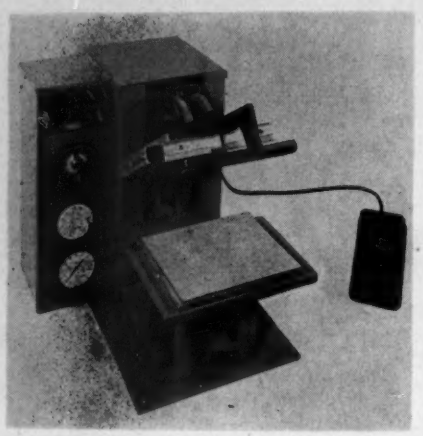

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Letters to the editor

Highly Readable

Congratulations on your new publication. The articles were excellent, and the one by Gerald Fox deserves special commendation because of its simplicity. It can be understood by employes in the plant to whom technical terminology would be Greek.

I feel that your publication supplies something that institutional laundries have long needed, and should find of much interest. It occurs to me that you have provided an excellent means for our National Association to inform institutions of what we have to offer them. Best wishes.

Gale H. Wells
Secretary-Treasurer
Minnesota Association of
Institutional Laundry Managers

A Pat on the Shoulder

. . . your first issue looks like a pretty good book that should prove particularly interesting to the institutional field. I'm glad that we have it. Once again, a pat on the shoulder for a nice job.

W. A. Michie
Revolite Division
Raybestos-Manhattan, Inc.

My Sentiments, Exactly

You did a very fine job of incorporating all the material and information into the article, "Breaking the Space Barrier." My sentiments were expressed correctly. The pictures clearly show space saving.

Joseph F. Berta
Detroit YMCA

Post-Graduate Reading

As secretary of the North Jersey Institutional Laundry Managers Association, I extend our sincerest congratulations. I am sure that the members of our association will want to become regular readers to use the ideas we will get from your publication to make our jobs more pleasant and a good deal more easy.

Further, I am sure we will get complete coverage of all useful information to LMs, and that it will truly be a post-graduate course in all phases of up-to-date methods of institutional laundry management.

Andrew Osinchak
St. Francis Hospital,
Trenton, N. J.

Lebanon Liked It

I appreciate receiving my copy of INSTITUTIONAL LAUNDRY with the article and photographs concerning Lebanon Hospital, Frank Sepkowski and myself. I hope that the readers of your excellent magazine will enjoy the article.

I wish to thank you very much for the opportunity of cooperating with you and I wish to assure you that if we can help in any way in the future, we will be only too glad to do so.

E. Kirsch, M. D.
Executive Director
Lebanon Hospital
New York City

The editors deeply appreciate the warm reception our readers have given INSTITUTIONAL LAUNDRY. *They may rest assured that we'll do our level best to continue giving them every possible assist to make their job easier and more pleasant.*

We're a Quarterly

I received my copy of INSTITUTIONAL LAUNDRY in June, but to date have not received any more issues. Have you lost my address?

Armand Halvorsen
411 Dickens
Chicago, Illinois

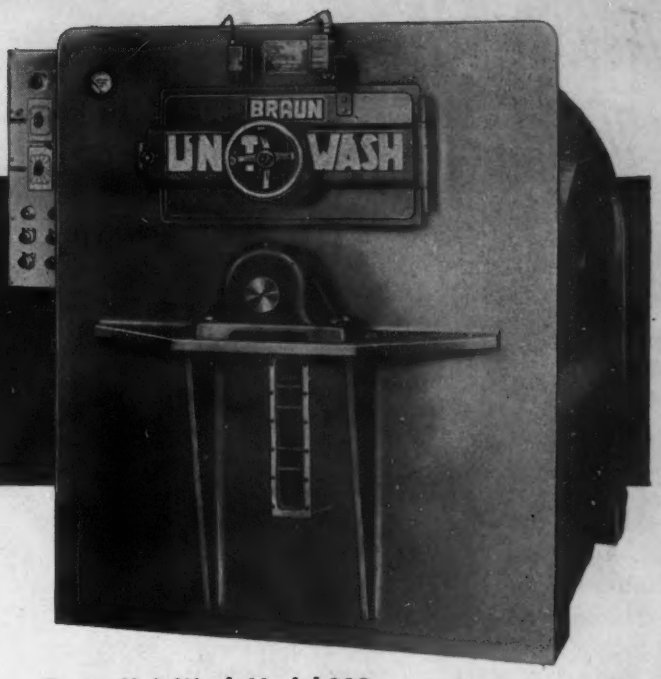
IL is a quarterly so that Mr. Halvorsen and our other readers will receive it every third month, not monthly. The next issue of the magazine will be out in mid-December. □

Make it the NEW 1958

BRAUN UNIT WASH

COMBINATION WASHER-EXTRACTOR

for 614 good reasons



Braun Unit Wash Model 200

The 600 BRAUN Installations Now in Service PLUS These 14 Big New Bonus Features!

With more than 600 units now in use—many of these multiple installations — Braun is far ahead in the combination washer-extractor field. We can't show the installations, so let's settle for telling you about 14 big new bonus features that are putting Braun further ahead than ever. Here they are—and the new Braun 1958 Unit Wash has them all:

1. Larger shaft, new outboard bearings, 3¾", front and rear.
2. Double labyrinth seal mounted ahead of each main bearing — no water touches bearing seal.
3. Larger cylinder door — 9" to 12" more reach into cylinder.
4. Control panel timer changed from spring operation to electric — adds years to timers' life.
5. Two new cylinder ribs give added tumbling action, better load distribution.
6. New positive locking latch guarantees door locked during operation.
7. Temperature gauge with 3½" dial. Larger, more accurate, easier to read.
8. New heavy-duty 8" eye-beams anchor unit to base.
9. Heavy reinforcement plates at front and back of cylinder around shaft.
10. Torque extractor motor with 50% more power compensates for low voltage.
11. Overflow outlet moved to rear away from turbulent action; cuts supply losses.
12. New poppet-type dump valve with Neoprene seat holds water level constant.
13. Larger water inlet on top of unit accommodates full capacity of both hot and cold water valves.
14. Epoxy-resin paint gives added resistance to caustics and alkalis.

No change in Braun's "big drop, wet rub and squeeze" washing action or in Braun's Critical Point Extraction—the superiority of these Braun techniques has been proved over and over again. But we've revamped the machine itself from top to toe. Available in 60, 100, 200 and 350 lb. capacities.

Get full information. Write today!

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461 E. Brighton Ave., Syracuse, N. Y.

Have your representative call, or send me full information about your 1958 Braun Unit Wash combination washer-extractor.

Name_____ Title_____

Company_____

Address_____

City_____ State_____

They SAW... They APPROVED... They BOUGHT...

the

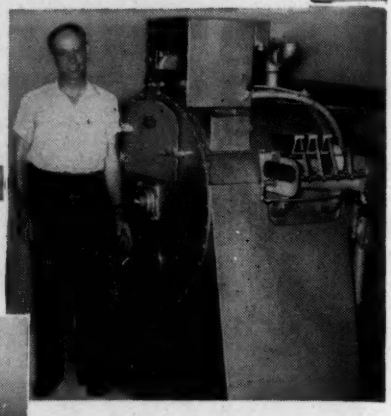
GLOVER

Fully Automatic Laundry WASHER-EXTRACTOR

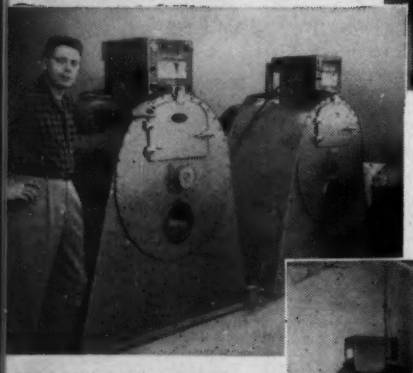
Here's why leading laundry operators like those on this page are going Glover. They found the new Glover Automatic Washer-Extractors, automatically...

CUTS LABOR 50% **CUTS WATER 50%**
CUTS SUPPLIES 50% **CUTS FUEL COSTS 30%**
CUTS FLOOR SPACE 66% **MAINTAINS QUALITY 100%**
INCREASES FABRIC LIFE 60%
PAYS FOR ITSELF IN 20 TO 36 MONTHS

...and the Glover Can Do the Same For You!

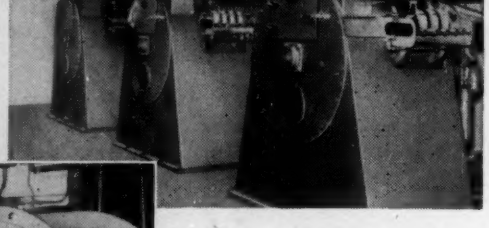


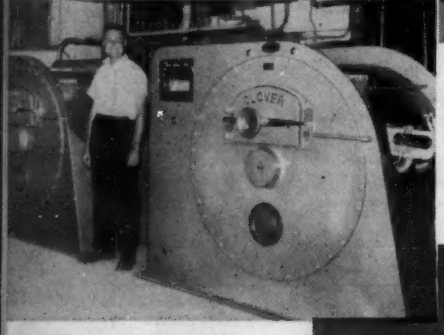
ELGIN NORRIS—Owner of Norris Laundry and Cleaners, Ruston, Louisiana. After using the 60 pound machine three weeks, Norris bought an additional 200 pound Glover Washer Extractor.



JOE TOFEL—Owner of WashWell, Tucson, Arizona, bought two 60 pound Glover machines. Reports labor saving alone of $6,240.00 annually. States "from a maintenance standpoint, they are an operator's dream".

GEORGE POWELL—Owner of Sunshine Laundry, Quincy, Florida, bought one 60 pound and two 200 pound Glover machines. Reports, "We average 500 pounds of wash an hour, quality excellent, clothes damage nil. I'm completely satisfied".





GEORGE KING — Owner of Acme Cleaners and Laundry, Fort Smith, Arkansas, bought two 200 pound Glover machines. Reduced labor 66% from three men to one man.

Get the Facts— and You'll Get Glover Too!
See Your Jobber or Write, Wire or Phone for Details!

Bill Glover, Inc.®
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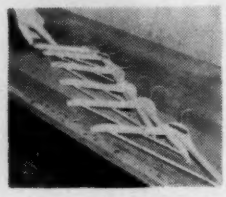
Kansas City 27, Mo.

Genius at work

Checking the Finisher



We try to achieve a very high rate of uniform finishing production. It's not unusual for our people to hit 30 an hour. However, to make sure that quality doesn't suffer, we had to figure out a way to check on which finisher might be giving us an unsatisfactory uniform. We put a dab of a different color on each finisher's set of hangers. Now when a badly finished uniform comes to the inspector all she has to do is check the hanger color, and she knows immediately to whom the uniform is returned to be done over.—Richard Sperling, LM, Fairfield State Hospital, Conn.

Cutting Linen Costs

Linen replacement is always an expensive proposition. To cut down on our costs, we devised a large tablecloth that can be cut down into a small tablecloth in case any damage or indelible stain appeared around the borders. In turn this small tablecloth can be cut down into four napkins if it becomes damaged. Once a napkin is too worn for further use, we dye it yellow and use it for a dust cloth. We don't throw away any linen until it is in rags.—Julia Honchak, LM, Pennsylvania Railroad Dining Car Laundry, L. I.

High Speed Finishing

We believe a finisher is wasting time if any part of the buck is uncovered during his operation. For this reason, our finisher has devised a technique whereby he can do three uniforms on one press at the same time. If the steps are worked out carefully no special finishing training is required. — Frank Sepkowski, Lebanon Hospital, New York.

Linen Poundage Chart

We keep a monthly graph of how much linen is processed in the laundry. The graph runs back for several years, so that it is possible to tell at a single glance at what times of the year our poundage is heaviest and if our volume has been going down or rising steadily. As it happens ours has risen steadily, and this graph is a wonderful way to convince the administrator of our need for new machinery.—William Guy, LM, Mountainside Hospital.

You as well as others can profit from your brain-storms. Payment is $5 for ideas, $5 for accompanying suitable illustrations. Write to "Genius at Work," Institutional Laundry, 10 East 40th Street, N. Y. 16, N. Y.

FASTEST IN THE INDUSTRY!

One operator can produce 116 shirts and more per-hour with AJAX's "High Speed" Industrial Shirt Unit and in less floor space than any other unit.

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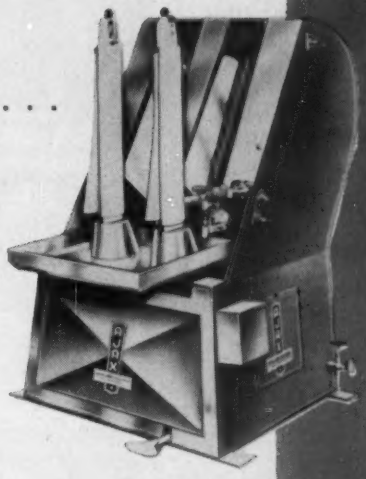
Efficiency Planned Layouts!

AJAX High Speed

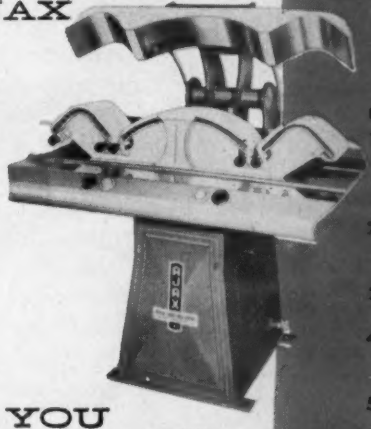
INDUSTRIAL SHIRT UNITS . . .



CABINET SLEEVE PRESS

With either the Cabinet Sleeve Press or a Vertical Sleever you will find time-saving, motion-saving operation. It gives you high speed loading, fast drying and unloads quickly and easily. Yet it requires less floor space than any similar unit.

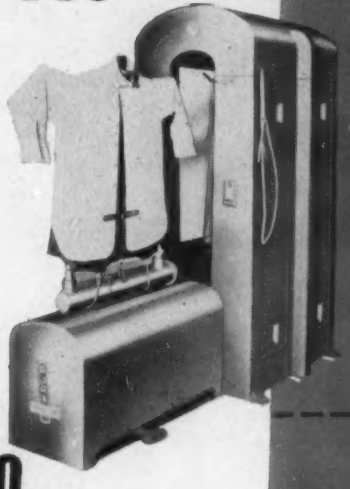
INCREASED SPEED WITH AJAX



COLLAR AND CUFF PRESS

Both cuffs and collar are completely finished in just one lay with the extra-fine finish that your customers desire. AJAX's exclusive high-velocity heads provide instant drying . . . and the press is designed for years of continuous, trouble-free performance.

MEANS MORE $ VOLUME FOR YOU



CABINET BOSOM BODY-YOKE PRESS

It's simple to train new operators to become experts on this high-speed press. Every shirt is finished perfectly, front, back, and yoke — all are completed in one lay automatically. It also features high-velocity heads for fast drying and all steel construction.

Operation and Time:

1. Turn to Cabinet Bosom Yoke press, remove and hang on conveyor	4 sec.
2. Get from hanger and dress Cabinet Bosom Yoke Press	11 sec.
3. Turn to sleever, remove and hang	3 sec.
4. Turn to Collar and Cuff. Remove and sleeve	5 sec.
5. Get from damp box and make Collar and Cuff lay	8 sec.
TOTAL	31 sec.

PRODUCES 116 SHIRTS PER HOUR

Yes, by using the suggested operation procedure and layout your operator can produce a finished shirt in 31 seconds . . . 116 shirts per hour!

AJAX PRESSING MACHINE CO.

Manufacturers of AJAX PRESSES Since 1929

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your nearest AJAX dealer today . . . or write to AJAX PRESSING MACHINE CO.

Coast to Coast

NAILM *China Anniversary*

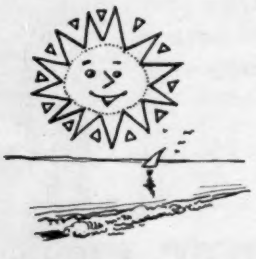
NAILM is swiftly approaching a commemorative date with a glitter in its eye. In 1958 it will have reached its 20th anniversary. Lest anyone try to forget this happy event, the executive committee has approved a blue and silver label consisting of an outline of the United States, Canada and Alaska on which is embossed "20th Anniversary NAILM." Beginning January one all correspondence will have this label affixed. Incidentally, congratulations are in order for the 22 new members who joined the association in August.

New York *A Lot Going On*

The Metropolitan Association held a bang-up social in June with a cocktail party, dinner and dance putting all members in a convivial mood. Attendance was high and so were spirits. Taking the summer off to recover, the association resumed activities September 18th with their first meeting of the fall season held at the Brooklyn House of Detention for Men. An eye-opening tour of the plant was followed by a business meeting. In October the group meets at the Mount Sinai Hospital where a representative from Procter and Gamble will reveal the latest wrinkles in wash formulas using the hospital wheels.

Michigan Meeting *Going to College*

The Southern Michigan Association will hold its annual conference at Kellogg Center at the Michigan State University in October.



Atlantic City *AHA Convenes*

The American Hospital Association meets at Atlantic City, September 30 to October third with business meetings, an exhibit and entertainment scheduled. Laundry exhibitors include the American Laundry Machinery Co., the Anglo Chemical Rubber Co., G. A. Braun Co., Chicago Dryer Co., Colgate-Palmolive Co., the Hydraxtor Co., the Jensen Co., Marlene Chemical, W. H. Nicholson Co., Reyolite Division of Raybestos Manhattan, Inc., Troy Laundry and Unipress.

Illinois *AIL Warning*

The American Institute of Laundering warns that a resin-type bandage used in making casts leaves a yellow stain on linens when they are washed in a chlorine bleach formula after being exposed to the bandage. A reducing agent must be employed to remove the stain. To prevent staining the association suggests that the bandage be kept from linens as long as it is wet.

Southern California *June Jaunt*

Southern California's association met at the Hollywood Roosevelt Hotel, one of the biggest in Los Angeles, for its last spring meeting, June 20th. Stacy Maust, LM of the Los Angeles County General Hospital, spoke on the methods and problems of running a laundry in that mammoth institution.

North Jersey *Costs*

The North Jersey association held its last meeting of the spring season at the St. Francis Hospital in Trenton. The problem of figuring costs held the spotlight with guests from the Metropolitan association and Heywood Wiley, editor of NAILM News, the main speakers. The Association opened up its fall campaign with a meeting at the Colgate-Palmolive plant in Jersey City. The group points out that its past secretary, James Quinn, has aided the American Cancer Society with a free service for washing and ironing salvage material to be used for cancer dressings. It suggests that other members might be willing to join Quinn in this activity. □

That means an ironer down; workers idle; money lost. Let's face it . . . you let it happen.

The sheets are bunching

Sure it's hard to prevent build-ups. Everytime a piece of flatwork is finished, some deposit of soap, starch, or alkali is going to be left on your rolls and chest. And it's the build-up of these deposits that cause bunching, sticking, and worse . . . staining.

There is a solution, however. The trick is learning (1) how to minimize build-ups, (2) how to remove them quickly once they do occur, (3) how to keep your ironer properly waxed. The "know-how" is yours free in "Wax-Facts" . . . a digest of tips on ironing care . . . covering cuffers, sleevers, and presses, as well as flatwork ironers. Just fill out the coupon for your copy.

KARAGAMI WAX

The handy sifter can that helps make Powdered Karagami a laundry favorite. Easy to use, easy to store, easy to buy. In bulk 25 lb., 50 lb., 100 lb., and 250 lb., fibre drums. Also in cakes.

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automatic!

WASHEX
for Laundry!

Yes, the famous combination Washer-Extractor that set the trend in the dry cleaning industry now brings to the laundry operator these advantages:

1. Labor Savings —
No double handling of work load. Highest P/OH*

2. Floor Space Savings —
Only one machine instead of separate washers and extractors. More production per square foot.

3. Water and Time Savings —
One rinse with a short intermediate extraction after last sud cycle (or bleach) is equivalent to 3 rinses in a conventional washer.

4. Automation —
Avoid the element of human error, and obtain uniformity in quality.

**Pound per Operator Hour*

WASHEX for laundry now available in

40 x 60 cylinder size . . .
220-250 lbs. dry weight

44 x 72 cylinder size . . .
350-370 lbs. dry weight

with stainless steel, pullman type cylinder, automatic control of water temperatures, water levels, inlet and dump valves and entire cycle.

It pays you to find out more about the new laundry WASHEX. No obligation, of course; just tear out this ad, attach to your letter head and mail to —

WASHEX MACHINERY CORPORATION
192 Banker Street, Brooklyn, New York

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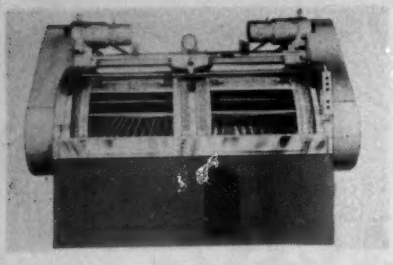
Products Parade

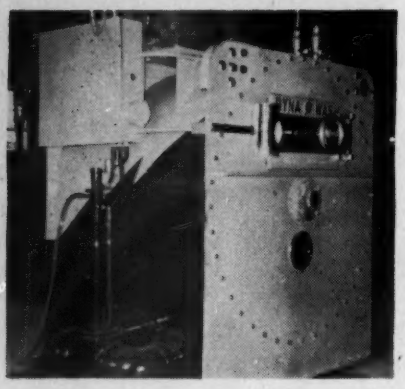
(Circle appropriate key numbers on Readers Service Card for more information)



Qwik-Out Unloading Washer

Super Laundry Machinery Co. announces its new "extra loads" Qwik-Out open type unloading washer which is designed to deliver many extra loads per day. This compact unit is said to perform at peak efficiency in a minimum of space, and the unique pocket design permits work to drop the maximum distance during the washing operation. Removable light-weight, horizontal unloading partitions reduce operator fatigue to a bare minimum, while the full length, round-nose lifting ribs and properly timed reversing controller are claimed to make the washing cleaner, faster and more economical. The operator never has to stretch to reach work at the bottom of the cylinder.

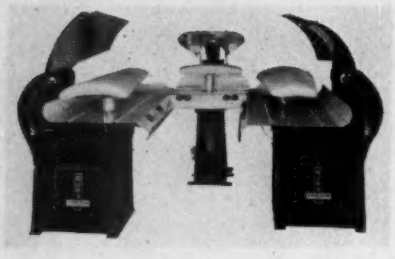
CIRCLE 50 ON READERS INQUIRY CARD



3-D Washer-Extractor

The *Edro Corporation* has started assembly line production on its 3-D washer-extractor, the 300-pound Dyna Wash. Thoroughly tested in several institutions by leading LMs, the new machine saved 60 per cent in floor space over conventional machinery in a leading New England laundry. Heavy savings also were reported in labor, power, water, wash time and extracting time. In a series of AIL tests, color retention was shown to be at 96-98 per cent and tensile strength loss at three to six per cent. The machine is said to require no special foundation. Unloading time is three minutes, with the number of rinses drastically reduced. The machine can be overloaded by almost a quarter without adverse effects, reports the manufacturer.

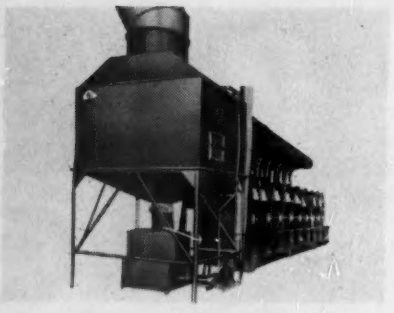
CIRCLE 51 ON READERS INQUIRY CARD



Wearing Apparel Unit

This wearing apparel unit, put out by *Ajax Pressing Machine Co.,* is said to be ideal for finishing heavier wearing apparel such as pants and linen supply articles because the unit provides tremendous pressure with continuous follow-up. The steel heads are fabricated which the company claims provides faster transmission of heat. More pressure and faster drying are said to increase production. One institution's installation finished 35 pants per operator per hour with the unit, the firm notes.

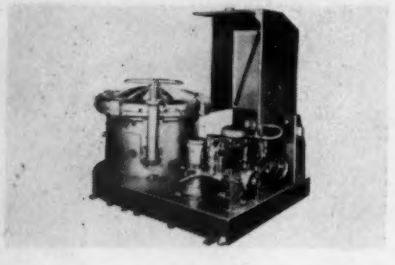
CIRCLE 52 ON READERS INQUIRY CARD



Lint Collector

The E/C lint collector, made by *Eastern Cyclone,* is a self-contained unit consisting of exhaust blower, enclosed lint trapping chamber and regenerative type centrifugal pump. It is constructed of heavy gauge metal and when installed is said to be a completely sealed system from tumblers to exhaust outlet. All parts are marked with letters for ease of assembly and each entire unit is pre-tested before being sent. The collector, according to the company, eliminates waste of "down-time", increases tumbler efficiency up to 30 per cent, stops fire hazard.

CIRCLE 53 ON READERS INQUIRY CARD



Hydraulic Extractor

The Hydraxtor Co.'s hydraulic pressure extractor, called the Hydraxtor, has a better water circulatory system and a new high pressure piston pump. The pump delivers water under 340 pounds pressure which compresses a rubber diaphragm in which the clothes are sealed. Moisture is forced through perforations in the tub lid and the machine can extract up to 1,200 pounds of dry weight production.

CIRCLE 54 ON READERS INQUIRY CARD

Continued on page 31

SPECIALLY DESIGNED for the MENDING OF HOSPITAL LINENS!

HEAT ADHESIVE FABRIC
that MENDS your linens
PERMANENTLY in 15 SECONDS
on your laundry press or in
5 SECONDS with the THERMOPRESS!

EZON*

USE IT ON:
- **Sheets** ● **Pillow Slips** ● **Lab Coats**
- **Nurses' Uniforms** ● **Hand Towels**
- **Operating Room Linen**

• PERMANENT and WASHABLE!

Mends with EZON are GUARANTEED permanent! EZON will last as long as the linen itself under constant washings and repeated autoclaving. Tests in leading hospitals, IN AN AUTOCLAVE, have proven that EZON MEETS OPERATING ROOM STANDARDS!

• FAST and ECONOMICAL!

EZON precut patches can be applied in as little as 15 SECONDS on your laundry press or in 5 SECONDS on our THERMOPRESS machine. Costly skilled labor for mending is eliminated! The ease and speed with which EZON can be applied gets linen back into service promptly and reduces your necessary inventory.

• UNIFORMLY PERFECT MENDS!

Mending with EZON guarantees uniform, smooth mends with NO ROUGH EDGES and NO PERFORATIONS!

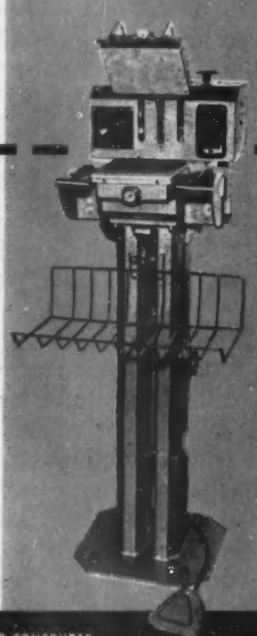
• ALWAYS THE RIGHT SIZE!

EZON is available in ROLLS or in 9 PRECUT PATCH SIZES... in white or colors... always the right patch as needed!

*Trade Mark

• REQUIRES NO SPECIAL MACHINES!

EZON can be applied permanently with your own laundry press, when used as directed; or, if you do not have idle press capacity, or if your mending needs are great, with our specially designed THERMOPRESS Machine.



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THERMOPRESS
Model HP-2

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institutional
laundry
spotlights

A TALENT FOR PE

fritz field
mt. sinai hospital
new york city

Fritz Field of Mount Sinai doesn't don pin stripe trousers or a morning coat to go into work, but he regards his diplomatic skill as a major factor behind whatever success he has had as an LM. Of course he backs up his talent for persuasion with a healthy quantity of intelligence, persistence and grit. But his key device to accomplish the possible and sometimes the impossible is, as he puts it, "to prepare people's minds for what I want."

A dramatic example of this was Fritz's flank attack on the unstandardized uniform. Mount Sinai, like most institutions, had a different kind of uniform for its kitchen help, its laundry workers, its nurse's aides, etc. Some fastened with studs, some with buttons, some with grippers; some were long sleeved, some were short; half a dozen different collar styles were represented.

This variety flooding his laundry not only offended Fritz's orderly mind, it presented problems:

"We couldn't set up a single operating method for our pressers. That meant production stayed low. Also, when new uniforms were purchased, we had to sit on our hands while the manufacturer made up the individual style."

Rather than going to his administrator and throwing the headache in his lap, Fritz decided that adroit diplomacy might sweep this costly confusion into the discard.

Step by Step Campaign

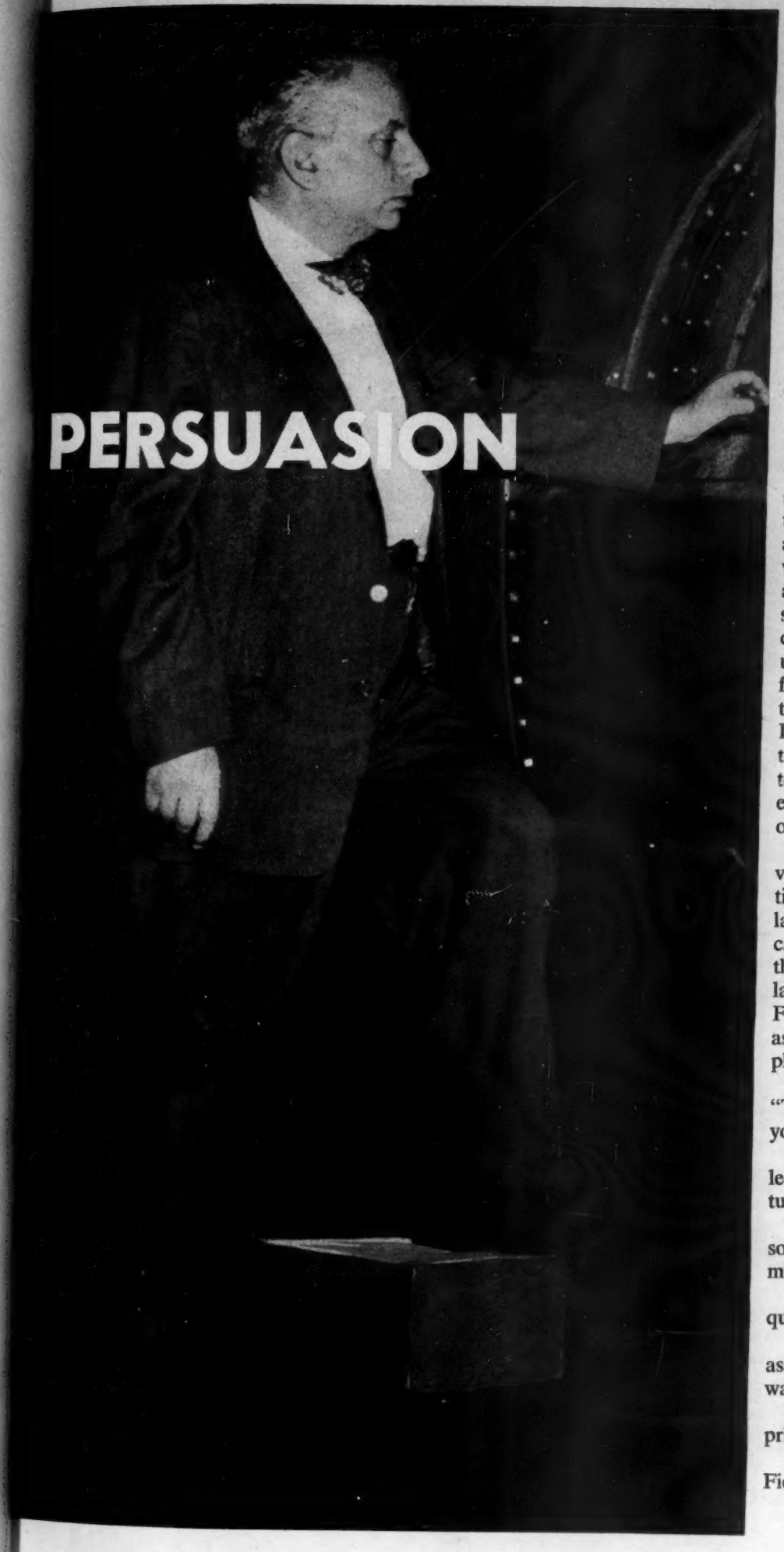
As a first step he went to a uniform manufacturer with a design for an attractive princess style uniform fastened with grippers. The uniform was handsome and eminently functional. Then he went from department to department with a sample patiently explaining to the supervisors how much better this uniform could be finished than the one they now had and how much sooner they could get new uniforms on order. He anticipated that, as in most hospitals, the main resistance would come from nursing. He, therefore, planned his approach with great care.

"The uniforms for the nurse's aides," he notes, "were fastened by studs. These had to be removed before washing and then re-inserted by the aide when the uniform came back. Since each of the 200 aides sent out three uniforms a week, this came to 600 uniforms to be un-studded and then studded.

"It took each aide five minutes to perform this operation. In other words, nursing was throwing away 50 hours a week on this useless occupation. When I explained this and then showed how much easier our gripper fasteners worked, the department was sold. All the other departments fell into line with no trouble and Mount Sinai now has a standardized uniform."

One additional advantage that Fritz realized was a substantial saving, since standard uniforms could be purchased in bulk at wholesale prices.

To see another stunning example of Fritz's diplomatic methods, one has only to walk into the washroom of Mount Sinai's laundry. Within the last few



months some $60,000 worth of new equipment has found its way there. This includes a new 800-pound semi-automatic, unloading washer, three new extractors and a huge conditioning tumbler.

Fritz told us some of his devices for securing new machinery.

"Gentle, persistent prodding is necessary. First, I try to plant the need for equipment in the mind of the assistant administrator in charge of our department. This I do, generally, in casual conversation, without any high pressure. Then a few months later I'll bring the matter up again. All the cost and production figures will be in my mind so that I can answer his questions. When money becomes available, and assuming this conversation has "taken," the assistant administrator goes to the associate director, and I get a request for a report. This points up all the benefits to be derived from the new machinery. After the report is in, my work is done. I wait patiently for action. Sometimes it comes quickly, more often it is a matter of years—but eventually the new equipment is ordered."

Fritz is quick to take advantage of accidental opportunities to secure his ends. When the latest shipment of equipment came in and was being installed, the associate director came to the laundry to have a look at it. Fritz showed him around and the associate director, nodded, highly pleased.

"Excellent, excellent," he said. "This should be of great help to you."

Fritz nodded, then skillfully led the director past a piece of tumbling equipment.

"It's a pity we couldn't do something about this," he murmered dolefully.

"Something wrong with it?" questioned the surprised director.

"No, no. It works all right," assured Field, "but what a waste."

"Waste?" and the director pricked up his ears.

"Yes. You see," pointed out Field, "it has two pockets, each

Results of Fritz Field's diplomacy show up in his washroom, where $60,000 worth of new equipment was added recently.

Co-workers: Mr. and Mrs. Field share their domestic and business careers.

with 100 pounds capacity. Now my washer has pockets of 200-pound capacities so the wet garments, often tangled together, because some of the gowns have strings, must be separated into two 100-pound loads before going into the tumbler. What a waste of manpower!"

"Hmmmm," said the director, thoughtfully rubbing his chin. "There doesn't happen to be a suitable 200-pound machine on the market?"

Nodding, Fritz reached into his pocket and pulled out the brochure he had put there previously—by sheer coincidence, of course. While the director glanced at it, Fritz made a few appropriate comments about the machine.

"A tumbler like this," he said, "will separate gowns automatically and dry the linens in less than half the time. The machine we have now has a drying cycle of 45 minutes. The new one's is 20 minutes. This means less lint on the linens and a longer life for them."

The associate director left the laundry that day with a seed for future action firmly planted in his mind by Fritz's diplomatic wizardry.

A vital element of Fritz's diplomatic art is, what he calls, "adjusting to the institution." He believes the LM, to do a good job, must understand the problems of other departments and make sure other departments understand his.

"The LM who goes from one institution to another carrying a sackful of time-worn procedures from the one he left will have a miserable time. No institution is going to make over its habits. However, the LM can insinuate his ideas, and if they are sound, and he is clever, he may achieve his ends."

One of Fritz's major objectives is to take on as many jobs relating to hospital linens as he can. It doesn't matter to him if the new job means extra hours. As he is fond of putting it, "The laundry is my hobby. If I had to work here 24 hours a day, that'd be fine with me."

Fritz doesn't work quite that long now, but he puts in a healthy day's labor, opening the laundry at 6:45 a.m. and closing it at 5:00 p.m. On Saturday, he takes care of the voluminous correspondence that comes to a former president of NAILM and a recognized expert in his field.

Still he wants more jobs, and only a while ago was given the task of wrapping the surgical packs for the operating room. Again, skillful maneuvering and a keen recognition of a need not being fulfilled led to his triumph.

The wrapping of the packs, a precise and difficult job, was originally handled in Central Supply, the hospital department responsible for sterilization. Fritz noted that they were short of room there and the wrapping of packs had become a bottleneck.

At the time Fritz was fighting for expansion to another floor and used the possibility of the laundry's taking over the wrapping as a wedge to put the ex-

continued on page 45

HYDRAXTORS *Increased Production While Reducing Labor and Operating Costs...* CUT LINEN REPLACEMENTS

Here's another example of how HYDRAXTORS increased profits in many ways when they replaced obsolete centrifugal extractors. HYDRAXTOR'S low initial cost and low upkeep pay off big!

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Let us prove that HYDRAXTORS will increase YOUR plant capacity and output at lower costs with a minimum investment. Send for complete information today.

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THE MODERN METHOD OF EXTRACTION

There's not the slightest question about its value. Without it, how can the LM prove to his administrator that he's doing a good job? How can he know his own status? It's obvious to me. He can't!

YES

ARE YOU IN FAVOR OF S

Both sides of a red-hot controversy

I don't understand how there can even be an argument about the value of the standardized cost form, the worth of it is so obvious.

One of the vital reasons for having it is as a weapon against the inroads of the commercial laundry. An LM unarmed with the figures the standardized cost form would provide is helpless as a baby when he is hauled into his administrator's office and asked to prove his laundry's efficiency. Make no mistake, the commercial laundry man has his cost figures piping hot ready to convince the administrator he could do the job better and for less cost.

I know an institution that closed down its plant because a commercial laundry convinced it a house laundry was uneconomical. The institution went to all the trouble and expense of dismantling its plant and getting rid of its equipment and setting up schedules with the commercial laundry—and now it's going to have to go through an even bigger expense and more trouble. The commercial laundry costs too much! Why didn't the institution's administrator know that from the beginning? His LM didn't give him any cost figures.

Secondly, there's the matter of new equipment. If every institution filled out the same form, you could work out what antiquated equipment costs you to operate, get the cost form from a laundry using new equipment and you have a solid case to present to your administrator. As a matter of fact LMs are doing that right now whenever they can.

Another advantage of the standardized cost form is that it raises the professional status of the LM. It makes him one of a unified group of professionally competent executives.

In addition, suppose you want to compare your costs with some other laundry anywhere else in the country. Just looking at the form a similar sized laundry has filled out will tell you right off where your costs don't jibe with theirs. The form developed by the *Metropolitan Association of*

continued on page 20

How can a standard form possibly work? Is every LM and every operation just like every other? Not by a long shot! Sure, the basic idea is great, but it just won't work, not til we become robots

NO STANDARD COST FORM?

based on a roundup of LM opinion

All I can say is I wish I were the kind of optimist my friend on the left is. If I were he, I'd put up my last nickel that the standardized cost form would be adopted soon—and I'd lose my shirt.

Let's see what the bugs are he conveniently omits. First off, I've buttonholed LMs at my local association meetings and at NAILM conventions. You know what they all say? "Sure a standardized cost form is a great idea." "Fine!" I answer, "And of course if one were set up you'd use it."

That's when they begin to hedge. One says, "My administrator likes the form we have now. After all he devised it. I couldn't come to him with another." A second LM says, "Well, it couldn't possibly go far enough. My costs are figured in such detail no standardized form could include everything I want."

I've asked LMs whose associations have already adopted standardized forms whether they use them or not. I have yet to find one who does. Let me repeat that. In places where a standardized cost form has been set up either by an association or an administrative body, I have yet to find an LM who used it!

Every LM has his own reason for not using the form, but it shakes down mainly to the fact that each institution and each LM is different and administrators are ornery cusses with their own pet methods of handling costs. They don't want to be given a form and told—"Use this!"

My friend says the areas of disagreement aren't so large they can't be worked out. That just isn't so. And the proof is that when a compromise has been reached and a form adopted, it goes right into the mothballs.

Let's go over his arguments.

First, my opponent insists that the standardized form is the LM's best weapon against the commercial laundry. My answer

continued on page 22

Standardized Form —Pro

Continued from page 18

Institutional Laundry Managers of New York lists such crucial items as labor, supplies, utilities, patient census, linen per patient day, etc. Imagine being able to compare these items with a fellow LM in Minnesota, for example.

A fifth reason for a form to be adopted — and quickly — is that too many LMs don't fill out any cost sheet at all. A standardized form, insisted upon by the administrator, would force these LMs to work out their costs, correct inefficiencies and generally assume a more professional attitude towards their work.

And the way the forms are devised an LM can figure out costs accurately even without meters or scales. Further, since the same formula for working out costs is used month after month, a cost increase can be detected immediately.

Of course you hear a lot of LMs say that a standardized form would be fine, but that they're laundry managers, not bookkeepers. They don't have time to do the kind of calculating necessary to make their figures worthwhile.

Well, I've spoken to a lot of LMs who fill out monthly forms and some of the forms are three times as complicated and lengthy as those already set up by a few associations. Not one of them takes as much as an hour to fill out. Some take 10 to 15 minutes. The greatest amount of time goes into setting the form up. But if a standardized form has already been worked out, plus formulas for getting figures on power and water costs, how long can it possibly take to fill in pounds processed, salaries, maintenance costs, etc., especially since employes are getting the daily tabulations in the course of their work?

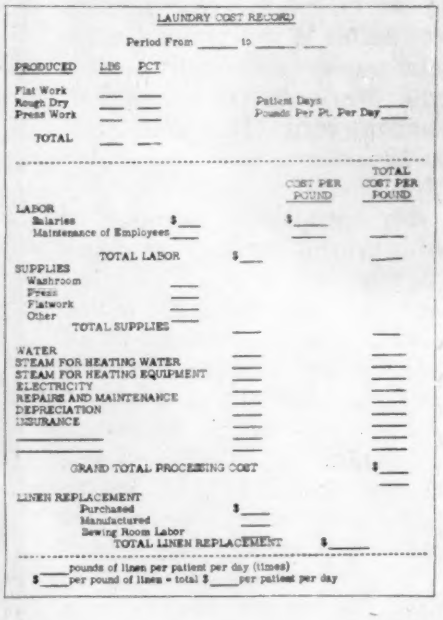
I know there are areas of disagreement about what should be included in a form and exactly how each cost should be listed. Some LMs think a total cost for monthly supplies is enough; some would rather have supplies broken down into cost of blueing, alkali, soap, etc. Some feel hospital administrative expense should be pro-rated with the laundry being charged according to what percent of employe salaries it pays as compared to the rest of the hospital. Some feel the laundry shouldn't be charged any administrative expense whatsoever. But with all this difference of opinion we have enough ideas in common to hammer out a good form if we really try.

I've heard LMs applaud the idea of a cost form, but they couldn't see why a standardized form was necessary. There are a lot of reasons to have standardization. A standardized form will cover all the ground in a simple fashion. It will be easy to fill out. It will establish a habit. Furthermore, it will put all LMs—the big fellow and the one with a couple of washwheels and a two-roll ironer—on the same level.

In case anybody is afraid that a standardized form will force him to give up his pet way of figuring out expenses, there's nothing to worry about. The LM can still work with the form he's used to, but he'll fill out the standardized form as well. Both will probably have the same items, so it should just take a few minutes extra a month, and the figures of all LMs everywhere will mean the same thing. This is of crucial importance.

And don't think the matter of the standardized form isn't being bruited about on a national level by hospitals. The American Hospital Association is working out a standardized accounting system for all hospital departments. The Blue Cross's insistence on more and more detailed cost analysis is forcing progress along these lines. They don't want to know what the laundry cost is. They want information on how much the linen for patient per day costs. Nurses' uniforms, internes' bundles don't interest them. They are after pinpointed expenses. And to get just that a simple but sufficiently detailed form is necessary. A standardized form would take these factors into consideration.

Let me recap all the reasons I believe a standardized form is a must for LMs. First, it is his most potent weapon against the commercial laundry; second it is valuable in his fight for new equipment; third, it is a unifying force; fourth, it enables LMs all over the country to compare costs with each other; fifth, it exposes an out-of-line cost immediately; sixth, it will enhance the LM's professional standing; seventh, it encourages LM efficiency; eighth, Blue Cross is going to insist on more detailed cost breakdowns all the time and we have to be ready to meet that demand, and, ninth, it will enable the LM who never has filled out a form to know how much work his laundry does and at what cost without installing meters or scales. □



LAUNDRY COST RECORD

Period From _____ to _____ ___

PRODUCED	LBS	PCT
Flat Work	___	___
Rough Dry	___	___
Press Work	___	___
TOTAL	___	___

Patient Days ___
Pounds Per Pt. Per Day ___

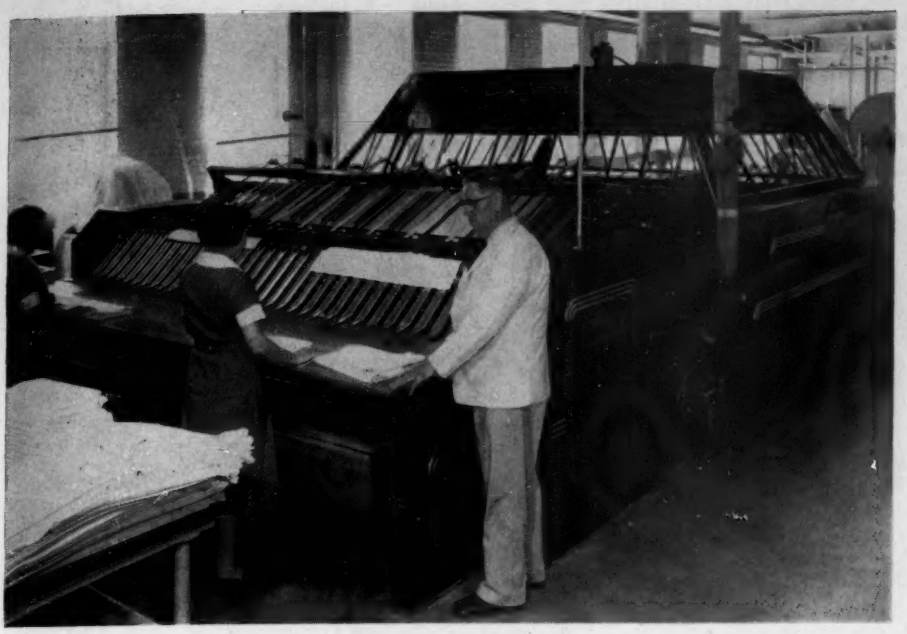
		COST PER POUND	TOTAL COST PER POUND
LABOR			
Salaries	$___	$___	
Maintenance of Employees	___	___	___
TOTAL LABOR	$___		___
SUPPLIES			
Washroom	___		
Press	___		
Flatwork	___		
Other	___		
TOTAL SUPPLIES	___	___	___
WATER		___	___
STEAM FOR HEATING WATER		___	___
STEAM FOR HEATING EQUIPMENT		___	___
ELECTRICITY		___	___
REPAIRS AND MAINTENANCE		___	___
DEPRECIATION		___	___
INSURANCE		___	___
_____		___	___
_____		___	___
GRAND TOTAL PROCESSING COST			$___

LINEN REPLACEMENT
Purchased $___
Manufactured ___
Sewing Room Labor ___
TOTAL LINEN REPLACEMENT $___

___ pounds of linen per patient per day (times)
$___ per pound of linen = total $___ per patient per day

FOR

"A standardized form, demanded by the administrator, would compel LMs to work out their costs, correct any inefficiencies, and in general, take on a more professional attitude."



Mr. George H. Webb, Laundry Manager, inspects linens automatically folded by Trumatic Folder from Super-Sylon Flatwork Ironer in modernized laundry of Latter Day Saints Hospital, Salt Lake City, Utah. Planned and completely equipped by American, the efficiently operated laundry reduced costs, produces better quality work on faster schedule and has improved working conditions.

Workload increased? Capacity limited? No room for expansion?

American's comprehensive laundry planning service will help you ease this production squeeze. Our survey engineering staff is always available—*without obligation!* Their business is efficiency, and it's backed by more than 89 years of institutional laundry planning experience.

After a complete study of your institution's laundry, American's survey engineers will furnish detailed drawings, floor plan layouts, specific recommendations on how to get the most out of your present machinery and personnel, also help select any new equipment that may be needed.

Your nearby American representative is as close as your telephone. Call him today for complete information. Also ask him to show you our motion picture, "Within These Doors". It emphasizes the important role played by the Institution Laundry Manager, and shows the latest laundry methods and equipment. Film is approved by the Film Review Board of the American Hospital Association.

High-production, labor-saving Cascade Unloading Washers with Full-Automatic Controls and Notrux Extractors in American-planned and equipped laundry of Latter Day Saints Hospital.

The American Laundry Machinery Company, Cincinnati 12, Ohio

You can expect more from **American**

Standardized Forms —Con

Continued from page 19

to that is—so is any good, detailed cost form. LMs have been holding off commercial laundries for decades without standardized forms.

Then he points out how useful the form could be when you want new equipment. According to him all you have to do is go to your administrator waving your cost sheet and that of an LM's with more modern equipment. You know what my administrator would say? "Is his layout the same as ours? Is he saving money because of this new equipment or is he skimping on help? How many pounds does he process? Is he using a cheap formula?" And he'd have a lot more questions because we both know that each laundry is different and a piece of equipment that may be economical in one would be wasteful in another.

No, sir. There's a lot easier way to get new equipment. I have figures that show just how much each of my machines costs for repairs, maintenance, supplies, etc. Then I get comparative figures from my distributor who knows our setup and who my administrator and I both trust. We compare the two sets of figures, and if the administrator thinks the new machine is worth it, and money is available, chances are we'll get it. And no one worries about how much money Joe Doakes in Kalamazoo is saving.

As for a standardized form acting as a unifier of LMs, I'll go along with that. Just let somebody set up a form we'll all agree to use and it will be great for unification. By the same token, let someone give me a million dollars and I'll be rich.

The fourth argument cited is that the form will enable LMs all over the country to compare each other's costs. So what? If I find out a Mississippi laundry manager pays his pressers $130 a month what good does it do me if my labor market forces me to pay $160? If the cost form showed another LM used less supplies, the odds are he has different equipment. The only useful comparison would be between two laundries of the same size, in similar locations with the same equipment. So how many laundries would you have to compare?

Then he mentions that a monthly cost form exposes an out-of-line cost immediately. You bet it does. And it doesn't have to be a standardized cost form either. Any good one will do.

As a matter of fact the few standardized forms I've seen might even tend to conceal inefficiency. Let me explain:

Since a lot of laundries don't have meters some associations have worked out formulas for figuring power costs that they have incorporated into their forms. Here's an example. Connecticut has a form that indicates steam costs should be 34 cents for every 1,000 pounds of linen processed. That's how LMs are supposed to calculate the cost of this item. And if you make steam efficiently that's about what it costs. But let's say the LM is careless about maintenance and lets scale accumulate inside the boiler or that the boiler is old and run down. Steam can cost as much as 60 cents per 1,000 pounds of linen. Using this formula then will actually conceal the inefficiency of the LM or the equipment.

My learned friend is keen on the enhancement of the LM's professional standing by use of the form. That's something I don't worry about because my administrator knows I'm competent and can do executive work. I just don't see how the standardized form would help me or any other LM to raise his status.

Next he worries about Blue Cross's insistence on more detailed cost analysis. So do I. But again the answer isn't the standardized form. It's efficient laundry management plus any good cost form.

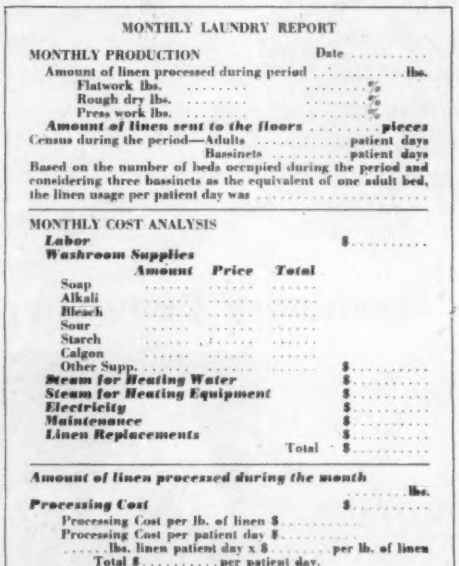
His next argument I'll go along with—up to a point. The standardized form will encourage efficiency. If an LM who has never filled out a cost form, suddenly has to fill out one, he's going to have to check things he never checked before and make calculations he never dreamed of. But I bet a whip cracking administrator would get the same results.

As for his last point—that it will enable you to tell how much work you are doing and how much it costs—I'll go back to what I've been saying all through this—any cost form will do as well.

To sum up all this, let me say that a good many LMs are slipping into the error of believing the standardized cost form will solve a lot of problems it won't even help. There are too many variables in the institutional field—human as well as mechanical—to make it practical. □

AGAINST

"Some LMs think a standardized cost form will solve a lot of problems it won't help at all. This industry has too many variables, human and mechanical, to make it practical."



MONTHLY LAUNDRY REPORT

MONTHLY PRODUCTION — Date .....

Amount of linen processed during period ..... lbs.
Flatwork lbs. ..... %
Rough dry lbs. ..... %
Press work lbs. ..... %
Amount of linen sent to the floors ..... **pieces**
Census during the period—Adults ..... patient days
Bassinets ..... patient days
Based on the number of beds occupied during the period and considering three bassinets as the equivalent of one adult bed, the linen usage per patient day was .....

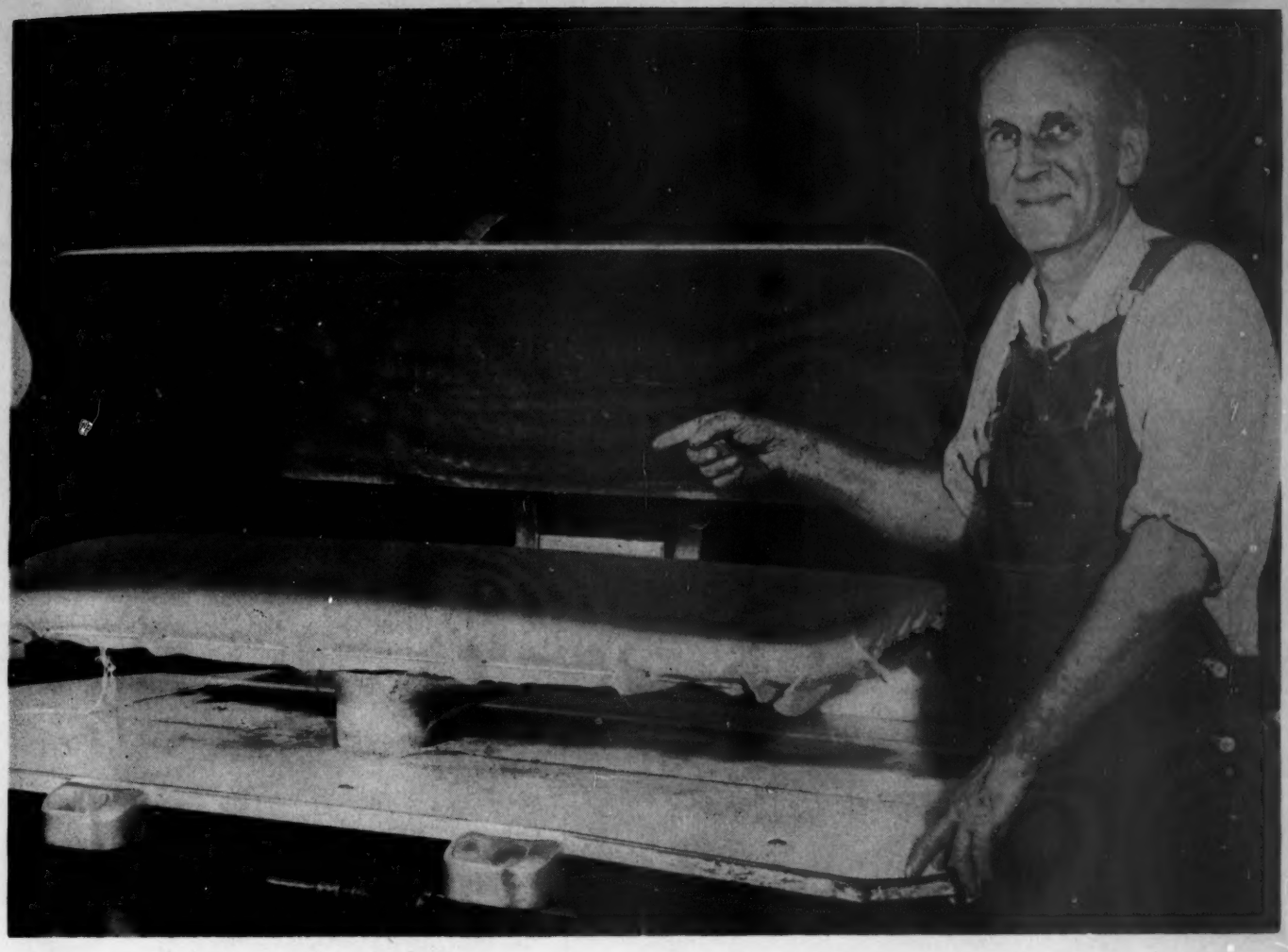
MONTHLY COST ANALYSIS

Labor $.....
Washroom Supplies

	Amount	Price	Total
Soap			
Alkali			
Bleach			
Sour			
Starch			
Calgon			
Other Supp.			$.....

Steam for Heating Water $.....
Steam for Heating Equipment $.....
Electricity $.....
Maintenance $.....
Linen Replacements $.....
Total $.....

Amount of linen processed during the month ..... lbs.
Processing Cost $.....
Processing Cost per lb. of linen $.....
Processing Cost per patient day $.....
..... lbs. linen patient day x $ ..... per lb. of linen
Total $ ..... per patient day.



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There is no more astute linen supplier in the industry than Morgan Laundry, and Jim Gabriel has been chief engineer in their Manhattan plant for 33 years. He has to keep his presses going on the average of more than 40 hours a week, all year 'round.

Getting 11 weeks of work from a cover is the best he's ever done! The previous record in this plant was 8 weeks.

RESINTEX 52-S can do at least as well on your presses; perhaps better, depending on the sort of work you do. You'll get an immediate increase in economy and improvement in finishing quality . . . and this improvement will remain constant until the last hour RESINTEX 52-S is on the press. RESINTEX 52-S is non-slip smooth textured.

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The author is a member of American Institute of Laundering's production and engineering department. Many LMs have long been familiar with his work.

By Russell J. Rose, A.I.L.

Linen control is one of the most vital considerations in the institutional laundry. A good system means economy; a poor one means dollars down the drain

Next to the actual linen processing, linen control is the most vital facet of the institutional laundry operation. A good system insures economy; a bad one can send thousands of dollars down the drain.

There are four specific functions the control must fulfill:

1. It must provide an accurate record of linens in circulation.
2. It must maintain enough linen to keep the institution running smoothly.
3. It must guarantee efficient circulation so that the right linens are at the right place at the right time.
4. It must keep losses, thefts and abuses to a minimum so that replacement costs will not get out of hand.

Formerly two broad methods of control competed for the LM's favor. One was a centralized method that consisted of concentrating all stocks in the linen room with emphasis placed on holding the linen. However, this method has been largely abandoned because it proved too time-consuming to get linens to various departments and floors, and it tended to deteriorate into a tug of war between the linen keeper who was loathe to let go of her stocks and the various departments who wanted adequate supplies.

The more modern method depends on de-centralized control and emphasizes the distributing instead of the holding on to, linens. With this system the central linen room simply serves as a depot for emergency supplies, bulky items and maintenance materials. Individual floor closets, frequently large enough to hold two or more sets of linen for the floor, provide the main basis for control, with laundered linen being trucked to them in large enough quantity to bring their supply up to standard.

If the items are folded uniformly, it is not even necessary to count replacements, since shelves can be marked to indicate the height of a par stack.

Duplication Eliminated

This system requires a minimum of linen in circulation because items received in the laundry in the morning are back on the shelves by late afternoon or early the following morning. Duplicate handling and counting are eliminated.

Unfortunately, there is no best way to calculate the quantity of linen the floor or department should get. Each institution has its own idiosyncrasies that determine how this figure is decided upon and maintained.

However, there are four methods in common use.

1. *Even Exchange* — In this method soiled pieces are exchanged for clean ones. This sounds simple and logical but there are hidden hazards. Checks and counter checks are essential both at the point of use and at the laundry to make sure the counts tally. Also the method does not provide for replacement of lost linens. In addition, it has been found more time-consuming than other methods.

2. *Fully Identified* — Linens are marked for special departments and returned to them. Unless this system is combined with some other there can be no control at all over usage. Each department simply uses as much of its own linens as it wants then sends them on to the laundry. Not only can waste run rampant, but short loads have to be run through so that the linens of different departments can be kept separate as they go through the laundry.

It is obvious these first two methods, though they seem simple and cheap to set up are difficult to keep going. The following two methods, or a combination of them, are preferred by the experienced LM.

3. *Requisition.* Each floor or department issues a written requisition to the laundry for linens needed daily. With good liaison between the laundry and parts of the institution using linens, this method will work very well. An out-of-hand situation can be caught immediately and linens tend to be used without waste. The only difficulty occurs where department and laundry do not see eye to eye about how much linen is needed. Then the departments will tend to requisition more than they need because their orders always are cut down.

4. *Quota.* A par or quota is set up for each department and it receives a daily supply according to this figure. When setting up a quota, factors, such as, emergency supplies, size of consuming units, management policy, etc., must be taken into account. Also, after the daily allowance has been set, the laundry operation has to be geared to providing that supply. A laundry operating only five days, for in-

The Four Major Functions Of a Linen Control System

stance, will have to provide three days' supply at one point in its work week.

Despite this difficulty, however, the quota method has been found efficient and easy to keep running smoothly since everyone knows exactly how much linen should be on hand each day.

Some LMs swear by a combination of this method with the requisition system. They assert that a properly devised quota-requisition method consumes little time, can be operated with a low inventory and assures a constant control of linen consumption at all units.

Proper inventory taking is, of course, a necessity in any method of control. An excellent procedure to follow was described in the June issue of INSTITUTIONAL LAUNDRY by E. Albert Halstead of the Statler Hotel.

One point about inventory, however, should be made here. It must be kept at an efficient level. It is false economy to work on "short supply," though unfortunately many institutions are addicted to this practice feeling that a low inventory means they are saving on linens. However, an insufficient quantity on hand prevents a laundry from maintaining its schedules and frequently forces the LM to work machines below rated capacity so that linens may be rushed to departments inevitably caught short.

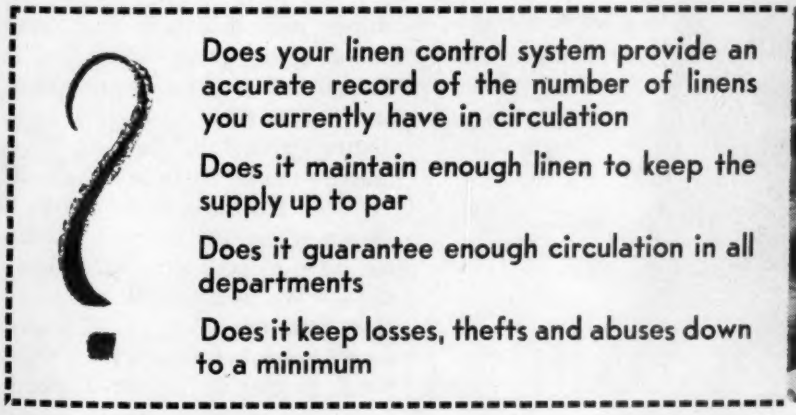
In addition, it is impossible to date linens and get any kind of accurate figure on how long they last. An institution on short supply may use the same item three or four times a day, giving it a year's normal use in three months. This points up, of course, precisely the point where this supposedly economic practice is so wasteful. With linens used excessively in a short period of time, replacement costs jump sky high.

A vital element of control is linen conservation. An LM worth his salt must be on constant guard against abuse of linen and theft. In certain situations, of course, notably in hotels, theft can only be minimized it cannot be eliminated. The souvenir hunter will always find hotel towels tempting, but he can be discouraged somewhat if they are plainly imprinted with the institution's name.

The abuse of linen is another matter. This generally results from not training employes properly and not keeping a close check on them. In addition to educating the worker, a device that works well is to dye discarded linen that is to be used for dusting, wiping and cleaning. Thus, if an employe is seen using a white cloth for cleaning, he can be spotted and stopped immediately.

To sum up, the important thing is to adapt the control system to the individual institution. But whatever system is finally chosen should insure enough linens to maintain high quality service. The control should not waste time nor consume more than a minimum of labor, and it should make the most efficient use of linen and guarantee their conservation.

If the linen system can include all this, chances are the institution using it not only will have an economical operation, but a top quality one as well. □

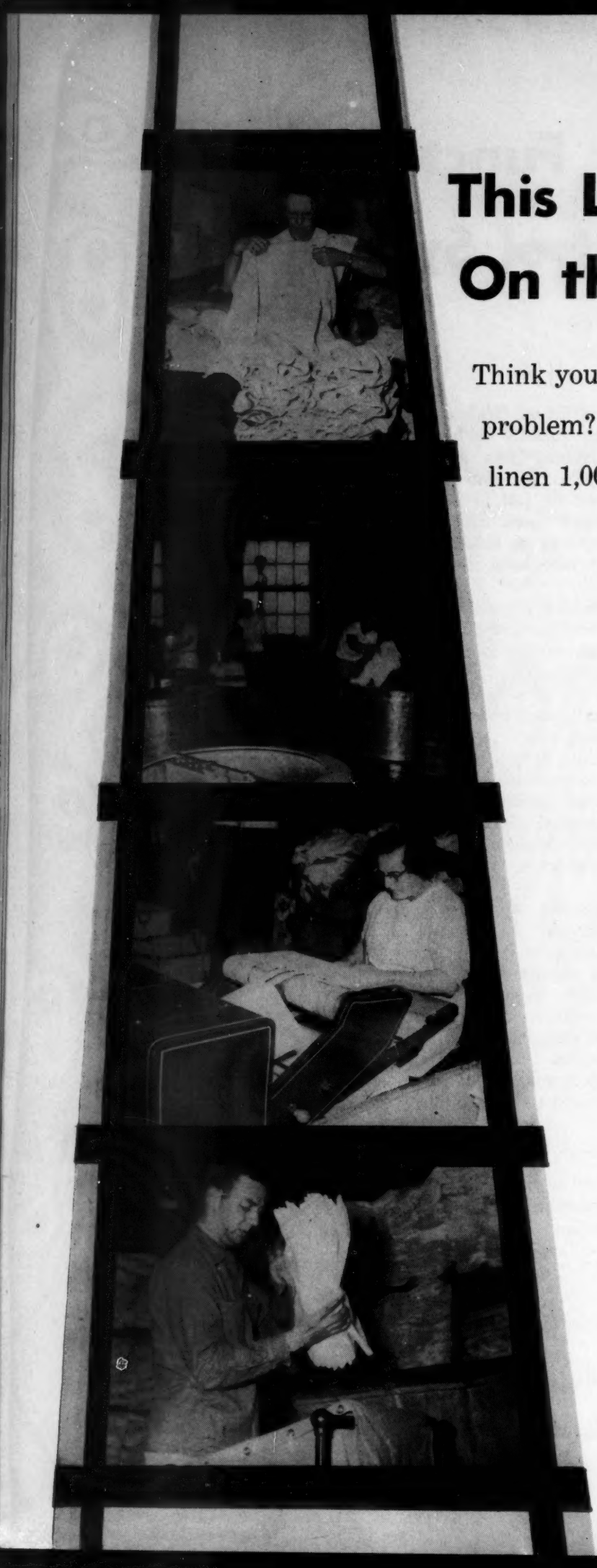


Does your linen control system provide an accurate record of the number of linens you currently have in circulation

Does it maintain enough linen to keep the supply up to par

Does it guarantee enough circulation in all departments

Does it keep losses, thefts and abuses down to a minimum



This Laundry Keeps On the Right Track

Think you have a linen distribution problem? Julia Honchak has to route her linen 1,000 miles. Here's how she does it

The Penn Railroad's dining car laundry processes 11 million pieces of linen a year. That's a heroic task in itself; but, claims Julia Honchak, who heads this operation, the job of distributing finished work to dining cars sometimes 1,000 miles away is an even more complex one.

Oddly enough, this staggering distribution problem causes nobody any headaches, thanks to a detailed time table and a first rate communications system.

Although the majority of dining cars layover in Sunnyside, L. I., where the laundry is located and present no loading difficulties, others may be in such far-flung spots as Washington, D. C., Chicago or St. Louis.

Linen for these must be shipped via baggage car and the dining car agent notified by phone well in advance of their arrival in his city. He then assigns a truck to unload and distribute the linen to the dining cars waiting in his district. All dining cars are coded and a time table of their whereabouts posted in the office of laundry manager, Julia Honchak.

"The timetable tells us at a glance where the linens for each car have to go," says Mrs. Honchak. "We receive daily requisitions from the dining car stewards so we know how much linen they need if they're at the farthest point the system covers. Soiled linen gets back to us by baggage car in the same way we send

KISCO

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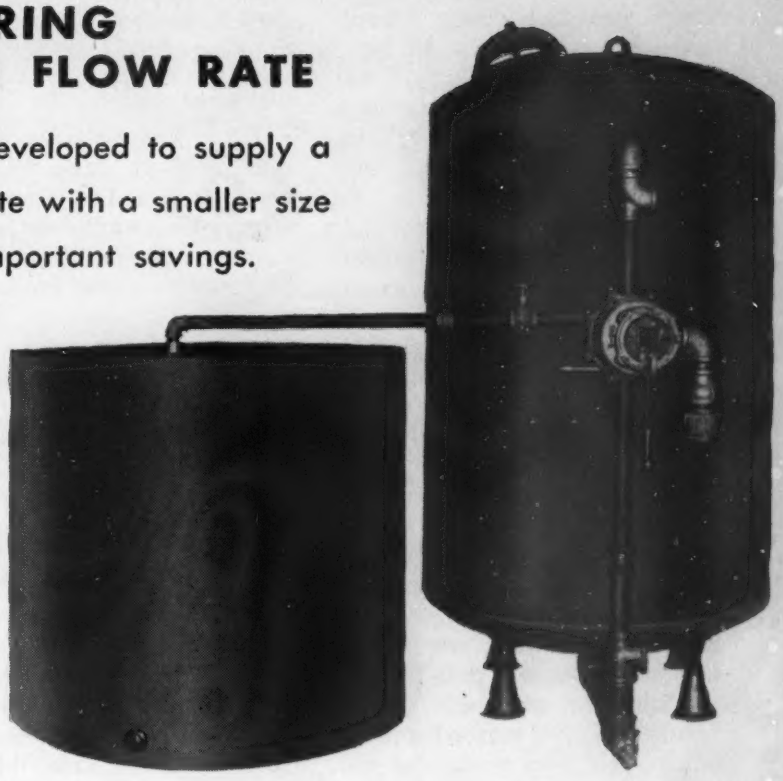

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Select the softening capacity to meet your requirements . . . Result . . . a Kisco Super-Flo Water Softener at a tremendous saving in initial cost!

The New Kisco engineered Super-Flo Water Softener accomplishes a non-restricted maximum service flow of soft water through by-passing the Solo Valve and providing the full service flow through the softener, supplying Zero-Soft water to the equipment. The standard Solo Valve is used for regeneration and the backwash flow is controlled by the patented Automatic Kisco Backwash Unit.

Kisco Super-Flo models supplied in sizes from 150,000 to 1,500,000 grain capacities. Twin units can be used to double these capacities.

WRITE FOR CATALOG WSF-9

KISCO BOILER & ENGINEERING CO.

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LM Julia Honchak came up through the ranks and was specially trained for exacting job of managing this top notch laundry

clean linen out, so we have a constant flow of linen coming and going, just as if the linen closets we filled were in the same building instead of hundreds of miles away."

As institutional laundries go, Penn Railroad's is young indeed, having begun operation in September, 1942. Originally, the dining car's linen was serviced by a commercial laundry, but several difficulties forced the change.

"Delivery tended to be too erratic for one thing," commented Mrs. Honchak. "I guess it was that way because our linen needs are erratic. The railroad business is like a yo-yo—up one minute, down the next. On weekends we're very busy; at the beginning of the week we're slow. When a stellar attraction comes on a weekend—say the Army-Navy football game—things start hopping in a way a commercial laundry apparently can't keep up with. At any rate, we found deliveries during our peak periods couldn't cover our needs."

Another major reason for processing their own work was the time-honored matter of cost. At present, the total cost for doing 100 pieces comes to $1.9584. Doing the work outside would cost $2.61. The yearly saving, figuring it would cost $287,100 to do outside and actually does cost $215,424, amounts to $71,676.

A third reason for processing their own linen is an additional saving realized on linen turnover. Since the railroad's linen does not get badly soiled, they use a gentle formula on it. A commercial house, using a formula to get the dirtiest work clean, would make linen unusuable after far fewer washings.

"We save almost 50% on linen turnover with our formula," comments Mrs. Honchak.

High wage scale

These savings are posted despite a wage scale that must rank close to the top in the country for laundry workers. The lowest paid employe begins at $1.70 an hour and wages can go as high as $1.966. In addition, the company gives paid vacations and hospitalization benefits that cover the entire family.

Salaries are this high to remain commensurate with those of other railroad employes. As a result, turnover is virtually nil, since the workers are well aware their wages could not be matched either by commercial or other institutional laundries.

To offset the high labor cost, the ingenuity of the plant's management has been responsible for some excellent cost-cutting devices. Mrs. Honchak explained how one of these works:

"We have two sizes of tablecloth—large and small. We also use cloth napkins. The dimensions of each of these items are standard and the large tablecloth is so made that it it tears or gets badly stained along the outside area, it can be cut down into a small tablecloth. If the small table cloth in its turn gets stained or torn, it can be made into four, three, two or one linen napkin, depending on how much usable area remains. When a napkin becomes too worn or stained for table use, we dye it yellow and use it for a cleaning rag. We don't give up on our linens until they're in tatters," she smiled.

Mrs. Honchak, incidentally, is a good example of how an LM comes up through the ranks. She began in the company's linen room 26 years ago before they had a laundry. When the laundry began operating, an outside LM was brought in to run it and proved unsatisfactory. A second was hired and also didn't work out. Finally, the company administration thought that someone from its own ranks with laundry experience might fill the bill and Mrs. Honchak was chosen.

In order to round out her experience, the railroad sent her to three institutional laundries in the city—those of Mt. Sinai and Presbyterian Hospitals and the New Yorker Hotel. She observed their operations closely for a month-and-a-half and, in addition, took classes in laundry management.

How well her appointment worked out is evidenced from the smooth, rapid operation even in peak periods.

Equipment for the laundry includes one 96-inch automatic wash wheel, two 72 and two 84-inch manually operated wheels, two 50-inch extractors, three drying tumblers, one tumbler that works without heat used just to shake the moisture out of the linen, two flatwork ironers—one six and one eight-roll—and five air-operated pressing units.

Mrs. Honchak's office is well placed to oversee the entire laundry processing and the layout is conducive to the fastest, most efficient work.

"Excellent equipment, good employes and co-ordination between management and workers is the secret to a good operation," Mrs. Honchak concludes.

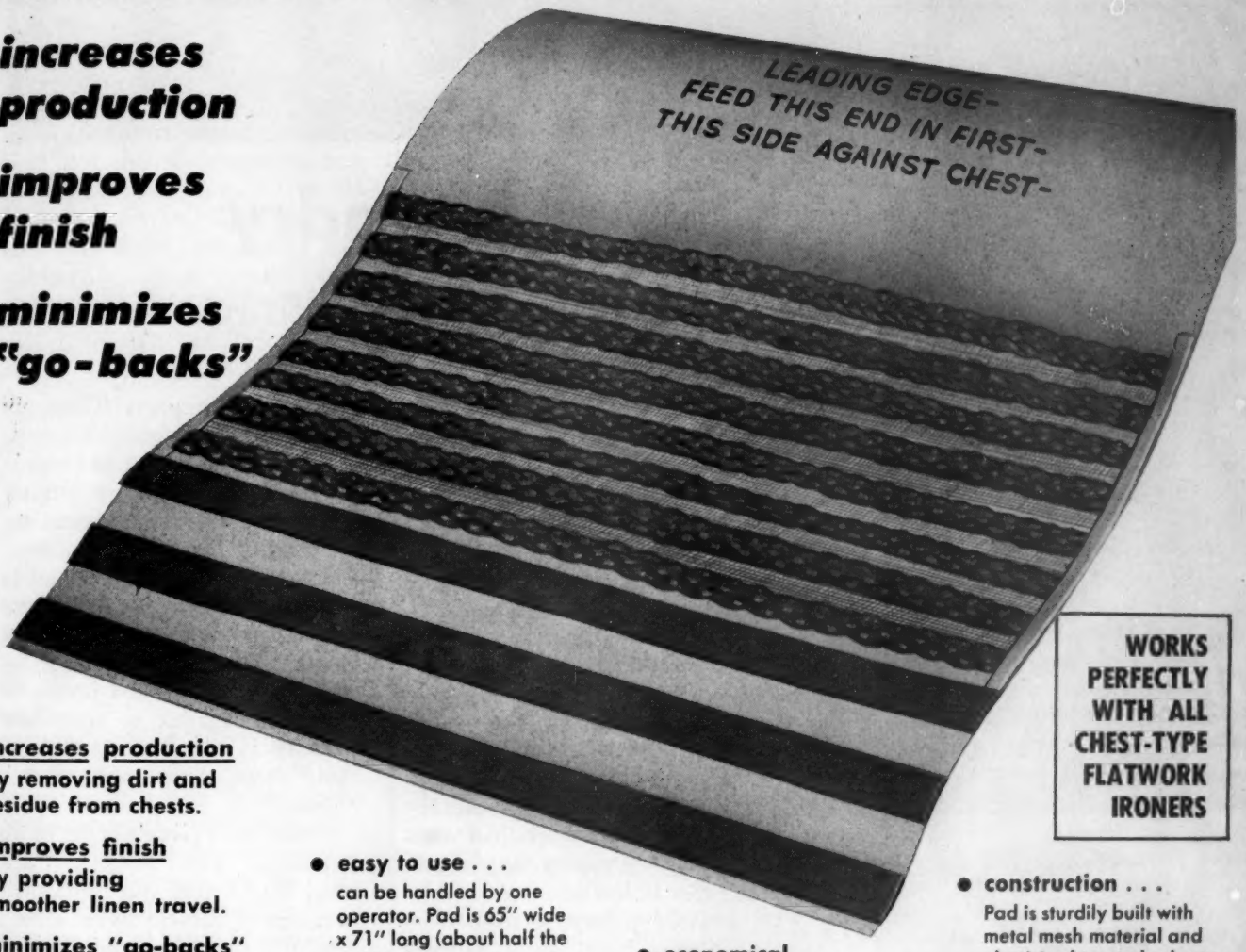
And Penn Railroad Dining Car Laundry has an excellent operation. □

A NEW RESILLO DEVELOPMENT

Resillo KLEENO-PAD

FLATWORK IRONER CLEANER PAD

- ***increases production***
- ***improves finish***
- ***minimizes "go-backs"***



WORKS PERFECTLY WITH ALL CHEST-TYPE FLATWORK IRONERS

- **increases production** by removing dirt and residue from chests.
- **improves finish** by providing smoother linen travel.
- **minimizes "go-backs"** by eliminating staining and buckling caused by dirty chests.

- **easy to use . . .** can be handled by one operator. Pad is 65" wide x 71" long (about half the width of average ironer.) Simply run Pad through one-half of ironer first, then through other half.

- **economical . . .** Based on normal use, Pad will serve perfectly for many months.

- **construction . . .** Pad is sturdily built with metal mesh material and plasticised-treated asbestos material, combined with abrasives for perfect cleaning action.

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Ambassador Hotel, New York City

It's a Most Happy Laundry

And a top producer, too, thanks to unique employe self-rule

"Nearest thing you can get to a push-button plant is responsible people..." Gary Rogers, LM

A laundry where workers elect their own foreman and forewoman, manage their own production problems, decide among themselves who is to be laid off in slow periods, enjoy two 15-minute coffee breaks a day and a rest period at the end of the afternoon, and where a top production record is still maintained, sounds like a pipe dream.

But employes of New York City's Ambassador Hotel do enjoy these privileges and responsibilities, and the laundry is actually turning out more work than when a severe disciplining system was the order of the day.

LM Gary Rogers, fresh from a 15-year hitch as a laundry troubleshooter for the U. S. Navy, is head of this unique operation. With his soft Western drawl and easy-going but supremely efficient manner, Rogers symbolizes the kind of laundry the Ambassador runs.

"The nearest thing you can get to a push-button laundry," he says, "is a responsible crew who like their work and know exactly what has to be done."

In order to increase his employes' feeling of responsibility, Rogers allows them to choose their own supervisors. There are three—one in the flatwork department, one in pressing and one in the washroom. Once a supervisor is chosen, she has complete responsibility for her department, and unless some emergency arises that cannot be solved without him, Rogers does not go into the laundry at all. Later on, if for some reason there is a justifiable complaint against a supervisor that she is unwilling to do anything about, a new supervisor is chosen.

"You can't *force* people to do anything," says Rogers. "The hotel found that out with their previous LM. He was always cracking the whip and pushing employes as hard as he could. He made absolutely sure that no one would like him. Well as long as he kept his eye on the operation, things were fine, but as soon as he stepped out of the laundry or away from a particular department, work slacked off. On a longer work week than we have now, production was way off."

An example of how an incentive plan was set up to induce the employes to turn out more work occurred in the flatwork depart-

continued on page 32

Products Parade

continued from page 12

Washer-Extractor Combo

A new combination washer extractor in either 250 or 360 pound dry weight capacities has been put on the market by the *Washex Machinery Corporation*. The new units are fully automatic and have stainless steel pullman type cylinders. Water retention after extraction is claimed to be as low as 45 per cent of dry weight. Considerable savings in hot water have been achieved with the machine using modified wash formulae and the washing-extracting cycle has been calculated by the company to be much shorter than the cycle using two machines.

CIRCLE 56 ON READERS INQUIRY CARD

Simplex Washers

Speed Queen, a division of McGraw-Edison Co., has announced a complete new line of Simplex open-end washers in 25, 50, 75 and 100 pound sizes. These washers are equipped with the famous Dodge reducing mechanism to assure maximum power at all times. Any one of 28 washing formulas in the washers can be changed in 15 seconds.

CIRCLE 57 ON READERS INQUIRY CARD

Largest Unloading Washer

The Ellis Dryer Co. has designed what it says is the largest fully automatic unloading type washer in existence. The machine, measuring 60 by 120 inches has four pockets and can process 1,850 pounds per load. Exactly 45 minutes is needed for the complete cycle — loading, unloading and washing. The machine has automatic controls connected to a central supply system for delivering all washing supplies directly to the unit, metered and timed to a scheduled formula. The washer is made of 18-8 stainless steel.

CIRCLE 58 ON READERS INQUIRY CARD

Flatwork Wax

Concord Chemical Co. manufacturers of Karagami Wax for use with flatwork ironers, claims that with use of this product sheets and spreads won't wrinkle, gather or pick up. Flatwork comes through easily and in perfect condition for folding. Plants that use the wax noted that their re-runs were cut way down. In addition, there's practically no chance of scorching tape or cover.

CIRCLE 59 ON READERS INQUIRY CARD

continued on page 46

WHAT'S YOUR OPINION... of the standardized cost form? Do you agree with the "pros" who say it'll help you run your plant more efficiently, improve relations with your administrator? Or do you side with the "cons," who say it's impractical, a waste of time and effort? The editors would very much like to have your opinion for publication in the December issue of INSTITUTIONAL LAUNDRY.

MARCH 1957
MATERIAL REQUISITION
Joe—Think we can save money if we use Revolite Pads they last longer than the ones we're using now.
Tom

Replacing an ironer pad? Check your calendar!

Why replace ironer pads every two or three months? In 90% of all cases, R/M REVOLITE pads are not replaced for the life of the cover, whether on standard or spring rolls.

The reason is that REVOLITE pads are made of felted asbestos—originated by REVOLITE research and development many years ago. Unlike knitted cotton or synthetic fiber padding, REVOLITE provides a long-lasting cushion with high resiliency that insures good ironing. REVOLITE pads are entirely different from other types of padding. They are specially designed to withstand the higher heat retention qualities of REVOLITE covers.

REVOLITE has had more than 22 years' experience in manufacturing pads and covers for the laundry industry, including pads to meet the rigid requirements of ironer manufacturers. As a result, R/M REVOLITE Laundry Pads and Covers outlast others several times over—and save power and labor through increased efficiency.

Ask your R/M REVOLITE representative to tell you the true and exciting story of John Glad—it's an eye-opener!

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REVOLITE DIVISION, 500 Fifth Ave., New York 36, N.Y.
Phone: BRyant 9-4390

RAYBESTOS-MANHATTAN, INC. Laundry Pads and Covers • Asbestos Textiles Engineered Plastics • Mechanical Packings • Industrial Rubber • Sintered Metal Products • Rubber Covered Equipment • Abrasive and Diamond Wheels • Brake Linings • Brake Blocks • Clutch Facings • Industrial Adhesives • Bowling Balls

Rogers talks over a problem with his democratically elected supervisors. He finds that letting them make decisions pays off.

ment. A new flatwork ironer with an automatic folder was installed just a few months ago. The 12 women on the machine were told exactly how much work had to be turned out per day. Their quota was 900 sheets, 450 spreads, 900 hand towels, 900 face towels and 450 bath towels. Working at top speed, these could be knocked out in seven and a half hours of their eight hour day. Once their quota had been reached the employes would be free to socialize and rest. With the incentive of this half hour at the end of the day always in front of them, there has been no problem getting work out.

With his 15 years' experience under all kinds of conditions, including working with prison help, Rogers has come to the conclusion that the more decisions you allow workers to make themselves, the better the work will progress.

As an illustration, he mentioned a problem that came up with the folding of hand towels. Though the flatwork ironer folded automatically, it was discovered that folding by hand on this particular item was much faster. It then became necessary to decide whether to let the machine fold and take the extra time, or have the employes work a little harder and turn out the work faster.

When it was pointed out to the employes that any time saved would be added to their rest period, they decided to do their own folding. Had they been forced into folding, rather then allowed to make up their own minds, they almost certainly would have been resentful, Rogers feels.

Another area where the employes make the decisions is in the matter of lay-offs. Like many hotels, the Ambassador is faced with a slow season in the summer when lay-offs are necessary.

Since some workers are fairly well fixed for money. They prefer more vacation time than the usual two weeks with pay. At the beginning of the season, then, those who want extra time are singled out and additional vacations are alloted to them, without pay of course, during the slow periods. So the ones with money who can afford a lay-off get vacations, and the ones without money, to whom a lay-off would mean financial hardship, are kept on the job.

45-minute hour

With flatwork accounting for 93 per cent of volume, a good spirit and high production in this department are of maximum importance. Rogers found out that he could rest his help 15 minutes each hour and still get good production, if all the girls cooperated and learned how to do every job on the machine so that he could rotate them. When he explained this to them, they jumped at the opportunity

Even the necessity to prepare the machine before beginning work in the morning has been turned into an employe morale factor. Each day, half the crew reports at 8:00 A.M. to set up the machine. These leave an hour earlier in the afternoon, and the following day report at the regular time of 9:00 A.M. Thus a worker leaving early one afternoon comes in late the following morning and has an extra period of two hours between working days. Rogers found this to be of great value in upping employe morale.

The worker's first day on a job is felt to be so important as far as establishing her feeling toward her job that a special procedure has been set up to break her in under the best possible circumstances. Rather than report for work the first thing in the morning, the new employe shows up at noon. Rogers introduces her to her fellow employes and then, since it is lunch time, they all have lunch together. The convivial lunchtime atmosphere introduces the worker to her new job on a note of relaxation and socialiability. She gets a chance to know everyone and everyone becomes acquainted with her.

In an effort to keep the laundry atmosphere relaxed, several things are *not* done. For instance, there is no whistle or signal to indicate the end of a rest period or a lunch hour. Nor is there any attempt by Rogers or the supervisors to hustle the workers back to the job.

As Rogers points out, "It is to the interest of everyone to see that work is finished as soon as possible, so there's very little goldbricking. If one person tries loafing on the job, her fellow workers will see to it that she carries her weight. That kind of discipline gets results."

The Ambassador's laundry does approximately a quarter of a million pieces a month and employs 32 people. Despite the liberal employment policy and a high starting wage—$51.32 a week—the laundry still turns out work at a much cheaper rate than a commercial laundry.

"And with the present feeling of the workers towards management and vice-versa, it is," says Rogers, "truly a pleasure to turn out the work." □

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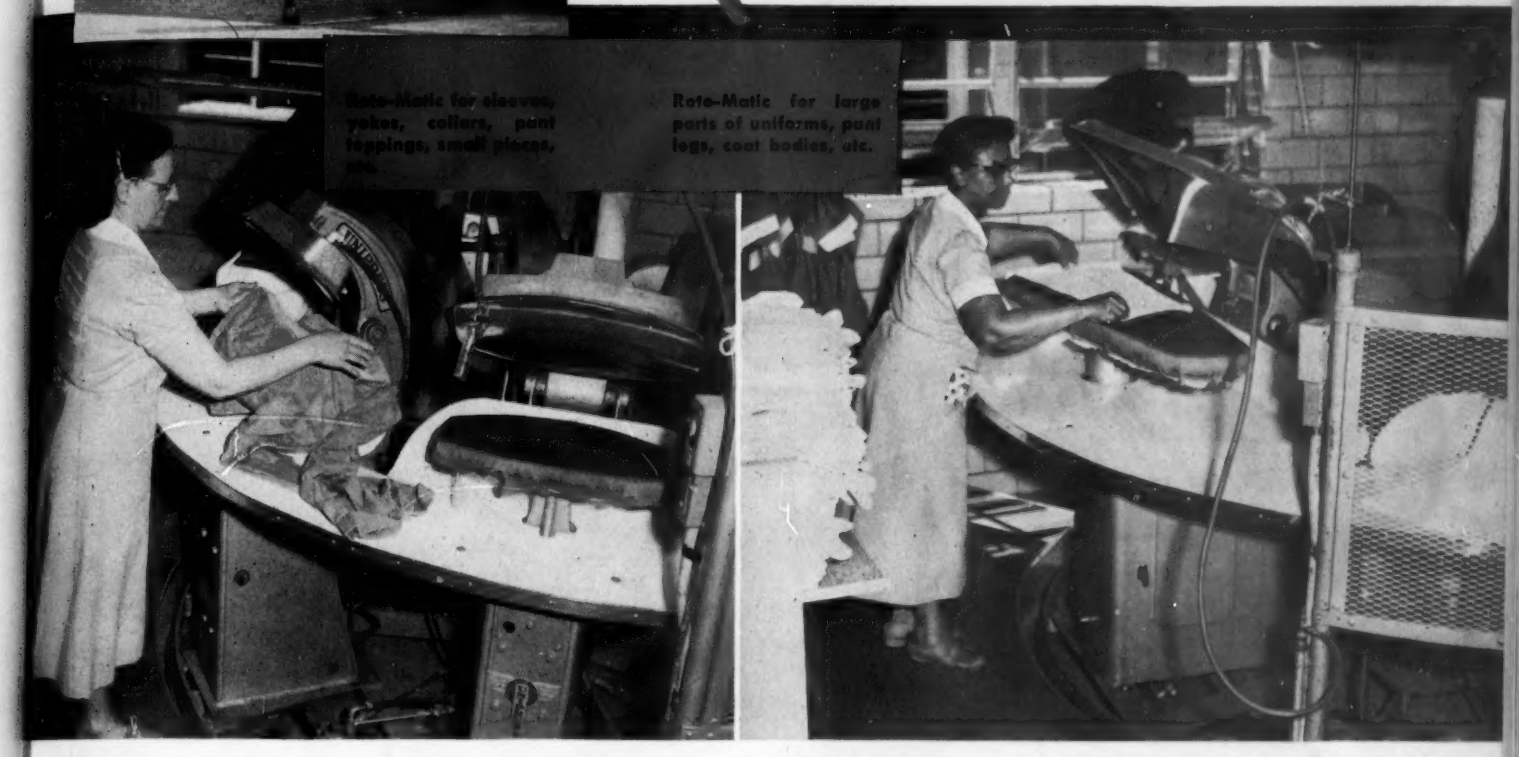
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How an LM Team Doctored a Sic

The patient was in a dangerous condition and the future looked dark. Could this troubleshooting team of LMs come up with the right medicine before it was too late?

Before: Troubleshooting team prescribes means to halt production snags.

Hospital X was in trouble. Machinery breakdowns in the laundry were piling up. Even a seven day work week could hardly cope with the load. And worse was to follow.

A big increase was due in bed capacity. A greater tonnage of linen would be piling up without means to handle it.

Help was needed and it was needed fast!

Fortunately the top hospital executives didn't panic. They gave the situation the once over and made a quick decision.

A short time later the phone rang in the office of one of the most prominent LMs in the area. Hospital X was on the phone.

Could he round up a team of troubleshooters, to come with them down to the laundry and see what could be done?

He certainly could!

Within the week, three veteran LMs moved rapidly into the picture. They appeared at the hospital with instructions to "analyze present production and to submit recommendations to bring the laundry up to a good production standard."

The team began its investigations in the heart of the laundry—the washroom. A close check showed that of four wheels, handling 6,210 pounds daily, only two were in good condition. Washer number three, formerly used for dyeing, consumed too much water and supplies. Washer number four broke down periodically.

The LMs noted these facts then moved on to the battery of extractors. There they found a worse situation.

The principal reason for this came out in a comment by one of the team: "The size of the extractors should conform to the size of the washwheels so you can make use of their full capacity without having to mix different loads. Yet of the three extractors in the laundry not one had the same capacity of any of the wheels."

Furthermore, the LMs realized

l a Sick Laundry

quickly that only one of the three was even in fair shape. The other two required immediate checking of their bearings and rubbers.

The conclusion they came to after an overall inspection of the washroom was that the only equipment in good condition were the two drying tumblers. These processed 2,240 pounds per day and had been purchased only a short time before.

"It might be of interest to point out," the LMs reported at this stage of the investigation, "that we did not yet know how much work the laundry processed. There was no scale and no one had computed weekly poundage. If machinery had been purchased before we came in it would have been bought blind. However, at the next area of our inspection we were able to piece together how much work the laundry actually did."

This next area was the finishing room. Here the LMs observed that the flatwork ironer ran at 35 feet a minute, and processed 275 pounds an hour or 13,750 pounds in the 50 hour work week. In their hands they had a figure showing that flatwork comprised 55 per cent of the weekly load.

Taking out pencil and paper and calculating rapidly the team came up with the likely weekly laundry poundage—25,000 pounds.

With the help of this figure a severe inadequacy in the laundry was exposed. The team had been informed previous to the survey that numerous departments had complained about chronic linen shortages. These shortages were shown to be justified when the LMs divided the laundry poundage by the number of adult beds. They found the hospital was getting 9.7 pounds of linen per patient days, well below the 13 and 14 pound average for other short term hospitals with maternity service.

Another critical weakness in the laundry was labor cost. The survey team pointed out that the 28-man crew received wages of $4,350 a month. Based on the weekly output of 25,000 pounds this ran the labor cost up to four cents a pound. Comparable institutions paid three cents a pound. They noted that with labor costs representing 75 per cent of total processing expense, it is the decisive factor in rating institutional laundry efficiency.

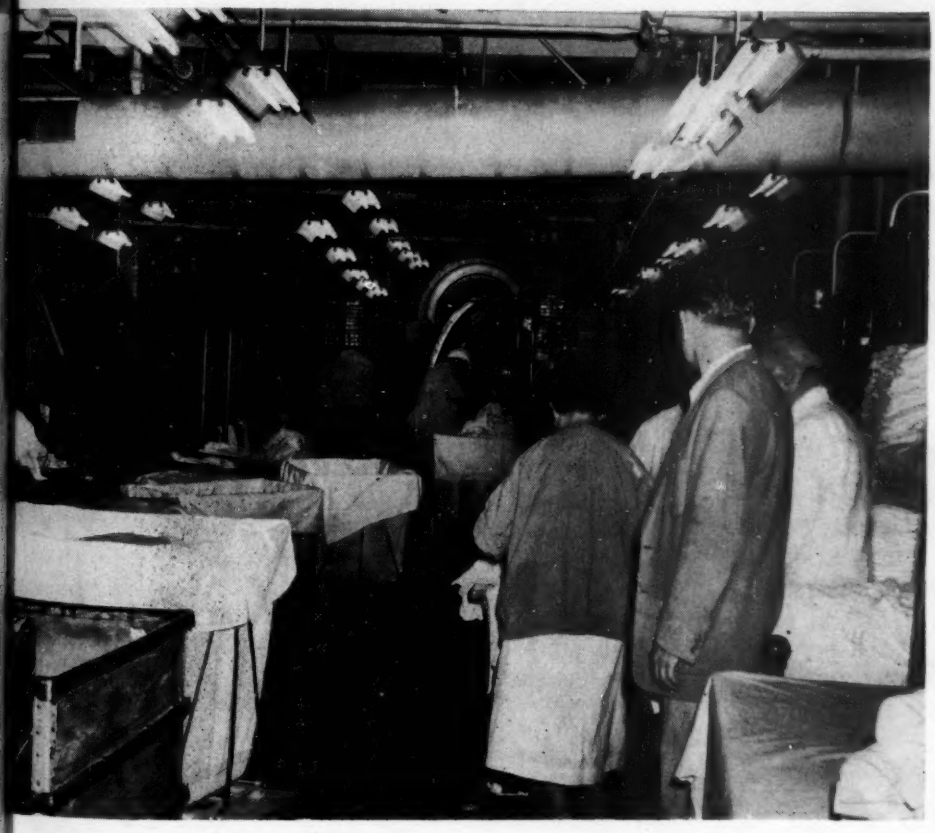
Another blow to low cost operation was found when the LMs probed into utility charges. They had first observed that all equipment, except for the presses, operated seven days a week, which meant they were not running at rated capacity. They knew that machines with a light load use more steam and electricity than those running at rated capacity.

Checking with the chief engineer they got the following daily utility costs: Steam for heating water—$5.14 heating equipment—$4.42 Electricity—$7.50.

The total cost for steam and electricity for the 365 days the laundry operated came to $6,200. If instead of operating seven days a week with equipment running below capacity, the laundry worked five and a half days a week with the machines at rated capacity, utility savings alone would be approximately $1,000 a year.

The team also was quick to comment that the seven-day week operation not only increased labor and utility costs but the wear on the machinery became ex-

After: New equipment and layout have helped patient make a full recovery.



Thanks to the recommendations of the troubleshooting team, production climbed while the work week grew shorter. This saved the hospital $10,000 a year.

cessive because no regular time could be set aside for maintenance.

"We felt as a general conclusion," one of the LMs said, "that while faster production could be achieved by more efficient use of machinery, e.g., speeding up the flatwork ironer to 45 feet a minute for sheets, the equipment was not adequate for hospital needs. Too much of it was obsolete or in bad physical shape.

"In addition, the layout was extremely inefficient with dirty and clean linens criss-crossing throughout the plant. Also, the area was so crowded with carts and badly placed machinery, workers would keep bumping into each other.

"The situation at the flatwork ironer was deplorable. The back of the machine faced the washer loading area. This meant that after garments had been washed they had to be carted around to the front of the ironer. When they were finished, they came off the machine right smack against the pile of dirty linens."

For these reasons the LMs proposed a complete laundry over-hauling. They based their recommendations on what was to be the maximum bed capacity. The hospital was expanding from 417 beds and 100 bassinets to 523 beds and 120 bassinets. To meet this expansion 55,000 pounds of laundry would have to be processed weekly. On a five and a half day week this would amount to 10,000 pounds a day.

To achieve this maximum figure the LMs recommended the following new equipment:

Two 42 x 96 unloading washers with automatic controls. At a capacity of 450 pounds a load, and figuring ten loads a day for each machine, the washers would process 9,000 pounds. Washers one and two of the old equipment would be retained for additional poundage.

One extractor with three sets of containers, having a capacity the same as the washers—450 pounds. Running three loads an hour it could knock out 9,450 pounds a day. One extractor would be retained of the old equipment.

A shakeout and conditioning tumbler.

A 120-inch, eight-roll flatwork ironer. At a capacity of 900 pounds an hour, 7,200 pounds could be finished a day. This would be well above any conceivable demand so the team felt safe in suggesting that the obsolete six-roll machine be scrapped.

A canopy for the ironer.

A double lane folder.

A spreader.

A drying tumbler.

The quotation for this equipment delivered and set ready connection was $71,143.

Layout Changes Proposed

They proposed several layout changes as well. The uniform room and linen repair department, at the time separated from the laundry, would be moved onto the laundry floor. The flatwork ironer would be turned around so that work could be fed directly into it from the washer. By this simple expedient the criss-crossing of clean and dirty linen would be largely eliminated. Other layout changes were also proposed.

In presenting these suggestions the LMs included a statement of savings to be expected.

To process 25,000 pounds under the old setup 28 workers were needed. If their suggestions were followed 55,000 pounds a week could be processed with 22 workers on a 44 instead of a 50 hour shift. The saving of six workers would mean a reduced yearly labor cost of $9,000. This added to the $1,000 to be saved on utilities would mean the hospital laundry would cost $10,000 a year less to process more than twice as much work.

The team had really accomplished an extraordinary job!

These recommendations were submitted in 1951. The hospital followed up on them swiftly. Did the results bear out the survey?

A visit to the hospital a couple of weeks ago proved that they did and in spectacular fashion. A few figures can highlight the extraordinary changes.

Instead of eight to nine pounds of linen per patient day, the laundry now provides 12½ pounds —and this with an increase of over a hundred patients. The cost of running the laundry has only risen seven and one half per cent in the six years since overhauling, while patient day cost has gone up close to three times as much.

Furthermore, figuring an actual saving of $10,000 yearly, the administration added an additional sum to this because the laundry processed twice as much work as before, and amortized all their new equipment within five years.

Employe morale, at a low before changes, is now excellent. Instead of being a dreary, frustrating place to work in, the plant is cheerfully lit and arranged for employe ease and comfort.

A letter that the hospital's business manager wrote to the overall director of this institutional complex sums up the startling improvement:

"You may remember that the LMs committee did an outstanding job of planning and designing which five years ago led to a very far reaching reconstruction and rehabilitation of our laundry facilities. After five years I can tell you that the plan worked in all details and the anticipated efficiency and actual savings were realized."

The trouble-shooting LMs had rescued the hospital laundry in a dramatic race against time! □

This TROY WASHER saves even MORE work

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Here's unloading at its best — fast because it's simple. The Troy unloading shelf, (which is standard at no extra charge) guides work directly into the extractor baskets, so no accessory apron devices are needed in this operation.

It's simple to operate, too — and fully protected by electrical interlocks for complete safety. Long service life is assured through such features as the stainless steel plate front, sturdy rear X-brace and an ingenious new take-up feature on the quiet, efficient chain drive.

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NEW! Bulletin gives valuable information on construction, features, dimensions and specifications.

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Free Literature

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Washing Equipment

Washer-Extractor. Washex Machinery Co. Leaflet describing the company's new washer extractor which comes in two capacities, 220-250 pounds and 330-370 pounds. Other specifications and washing formula are included.
CIRCLE 1 ON READERS INQUIRY CARD

Unloading Washer. Super Laundry Machy. Co. Illustrated. Details on the company's unloading washer, said to provide peak efficiency in a minimum of space. Pneumatic powered turnover boosts washing speed and capacity. Cylinder and shell revolve to unloading position as a unit without unbalancing machine.
CIRCLE 2 ON READERS INQUIRY CARD

Self-Unloading Washer. Ludell Manufacturing Co. A 4-page illustrated brochure describing this washer that unloads directly into the extractor basket. Other desirable features of this machine are enumerated and the back page of the folder has several testimonial letters from satisfied users.
CIRCLE 3 ON READERS INQUIRY CARD

Complete Line. American Laundry Machinery Co. 8-page illustrated brochure including American's complete hospital line of washers, extractors, tumblers, flatwork ironers and pressing units. Data and specifications of all items are provided.
CIRCLE 4 ON READERS INQUIRY CARD

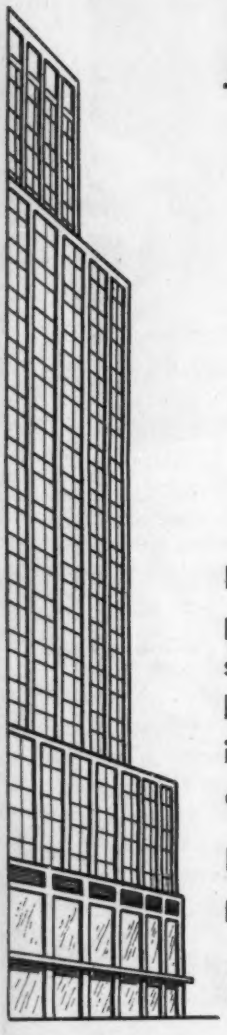
Complete Line. Troy Laundry Machinery Co., Division of American Machine and Metals, Inc. 24-page booklet. Included are descriptions of the washers, extractors, tumblers, presses, ironers folders and accessories. The booklet is illustrated with pictures of this equipment (much of it automatic), and detailed specifications are given. Troy also describes its special layout and photo plan services.
CIRCLE 5 ON READERS INQUIRY CARD

Unit Wash. G. A. Braun, Inc. A photo action report of an institution that has just installed two 200-pound washer-extractors. Savings in space, time and supplies are specified.
CIRCLE 6 ON READERS INQUIRY CARD

Tumblers. Challenge Manufacturing Co. This 16-page, copiously illustrated booklet describes a tumbler said to condition work at the rate of 2,400 pounds an hour. Pictures of the loading operation are provided with an Evaporation chart and a chart showing how conditioning affects ironer speed. Company background, testimonial letters and a list of distributors are included, plus a list of hospital and hotel installations.
CIRCLE 7 ON READERS INQUIRY CARD

Extractor. The Hydraxtor Company. This 4-page illustrated folder gives the principal features of the hydraxtor and cut-away drawings show precisely how the machine operates.
CIRCLE 8 ON READERS INQUIRY CARD

Washer-Extractor. Bill Glover, Inc. A 2-page illustrated folder with special News-Gram release listing features and specifications of the company's 60 and 100-pound fully automatic washer - extractors. Front and back view illustrations of the machines are provided.
CIRCLE 9 ON READERS INQUIRY CARD



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"The UniMac TWINS have been trouble-free over a period of four years . . . practically no maintenance costs." **SHORE CLUB HOTEL, MIAMI BEACH, FLA.**

"Save an estimated $100 monthly in dollars and percentages of costs." **OCEAN RANCH VILLAS, POMPANO BEACH, FLA.**

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Liquid Detergent. Adell Chemical Co. What this detergent can do for you and its effectiveness in all kinds of water. Types of difficult soils on which it is most effective.
CIRCLE 10 ON READERS INQUIRY CARD

Tailored Detergent. Pennsalt Chemicals. Leaflet describes Pensal-M, "foolproof" detergent that's easy on linens, tailored for institutional use.
CIRCLE 11 ON READERS INQUIRY CARD

Ad-Dri Bleach. Olin Mathieson Chemical Corp. 4-page leaflet describing this new bleach that can be added dry to the suds. Features of the new bleach are described plus method of using and how it can be purchased. Results of nationwide tests in laundries are also reported. The company claims that this dry bleach provides excellent whiteness protection with minimum tensile strength loss.
CIRCLE 12 ON READERS INQUIRY CARD

Fabric Softener. Marlyn Chemical. Two-page illustrated folder revealing advantages of this softening agent in cutting extraction, shakeout and finishing time. Also described are specific advantages for hospital laundries in using this powder when washing sheets and blankets. Specific directions for the use of Lumar are included in the leaflet which describes many additional uses of this laundry product.
CIRCLE 13 ON READERS INQUIRY CARD

Alkaline Emulsifying Detergent. Cowles Chemical Co. A 6-page leaflet containing complete data about the company's "Escolin," said to make cold rinsing easy and to save up to 75 per cent on soap. Reasons why this product is of particular use to the institutional LM are given and a coupon to be filled out is included for those LMs who want a salesman to visit them.
CIRCLE 14 ON READERS INQUIRY CARD

continued on page 47

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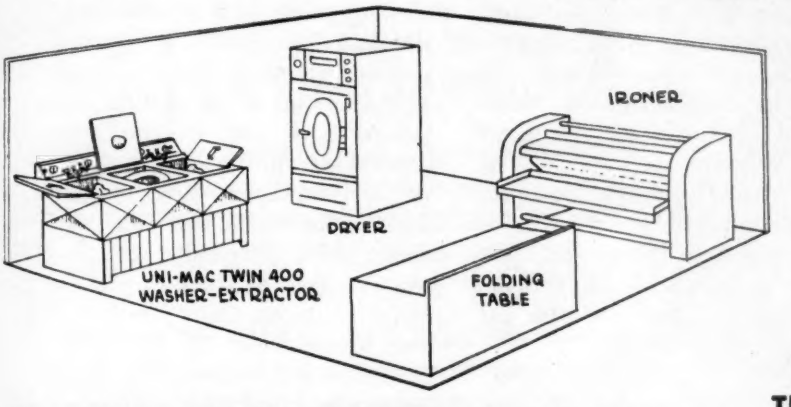

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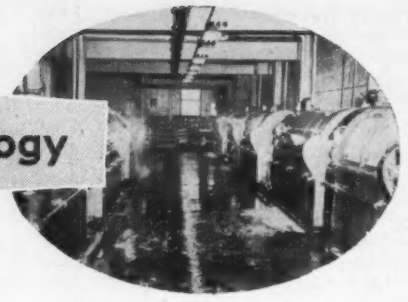


Soaps and Bleaches

by Gerald Fox
IL Technical Consultant

The second in a three part series designed to give the LM a working knowledge of laundry chemistry

The Role of Heat. Heat is as much a component of the washing formula as soap or water. It performs the following functions: increases the solubility of soils; helps washing supplies dissolve more rapidly; speeds up detergent action, and kills bacteria.

Functions of the Load. The load itself, that is the fabrics that are being washed, contribute to their own cleaning. When soiled fabrics rub and bump against one another in the washwheel, they help to mechanically loosen up ground-in dirt. This action is essential for complete soil removal and for adequate soil dispersion.

How Soil Helps Detergency. The ability of certain components of soil to aid in the cleaning of other components amounts in effect to the soil helping to clean itself. Here's how it works: alkali chemically changes fatty (oily) soils to soap which does the same job as the purchased soap you add to the wheel.

The Role of the Washwheel. In addition to serving as the container for the cleaning process the washwheel imparts mechanical action, which is brought about when the fabrics within the cylinder are lifted by ribs or horizontal partitions to a point near the top of the washwheel, where they are dropped back to the bottom of the cylinder. This produces a friction of fabric against fabric, and the pressure of the fabrics dropping down onto other fabrics on the bottom of the cylinder produces a squeezing action.

About Alkalies. Alkalies are acid neutralizers. Their water solutions have a soapy feeling and they are the "chief assistant" to soap. There are many alkaline compounds, but only a few of these are used for laundry washing, namely, caustic soda, sodium orthosilicate, sodium sesquisilicate, sodium meta silicate, trisodium phosphate and soda ash. At the same concentrations, these alkalies when dissolved in water have different strengths. The above alkalies are listed in order of their strength.

Alkalies help loosen soil from fabrics by emulsification and deflocculation. They are also excellent wetting agents.

Overcoming Acids in Soils

Many soiled fabrics contain some acid matter. Alkali neutralizes this acid and therefore prevents soap from decomposing. If soap alone is used in washing, these acids take away some of the alkali from the soap itself, forming acid soaps that dry out on the fabrics and cause hard-to-remove soap specks. But when you use an alkali, the acid in the soil is destroyed and the soap is protected.

Not often realized is the ability of alkalies to make soap of fatty soils by saponification (the reaction between fat and alkali to form soap). This soap which is being manufactured in the washwheel will then be disposed where it can be most effective for cleaning, namely within the soil that is to be cleaned.

About 15 years ago, it was considered wrong to start the washing cycle with a water temperature over 100°F. for fear of setting stains. Today, many launderers are using starting temperatures of 140 to 160F. In general such formulas have shown no real tendency to set stains. This is due to the fact that such stains react chemically with and are dissolved by the hot, alkaline break solutions. Any increase in the temperature of the break operation will also result in higher temperatures of the succeeding suds baths and these increased temperatures will result in improved detergency.

Special classes of work such as operating room linen and some linen supplies still require low temperatures on the break.

Measuring Alkalinity. There are two methods of measuring alkalinity in a washing operation: titration and pH methods.

Titration is the chemical

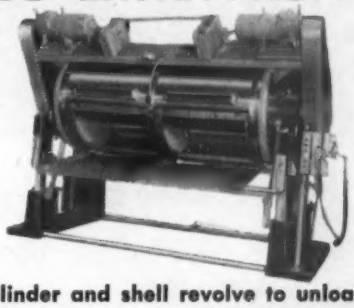
PAY LESS—GET MORE!

SUPER UNLOADING WASHER

NOW . . . A KING'S RANSOM TRADE-IN ALLOWANCE ON THE WASHER THAT GIVES YOU EXTRA LOADS—EXTRA PROFITS!

Here's your golden opportunity to "wheel and deal" on the finest unloading washer on the market — bar none! By taking advantage of Super's limited KING'S RANSOM TRADE-IN offer, you can buy this proven time and money saver at a market-shattering, unheard-of price!

The SUPER UNLOADING WASHER is designed to deliver peak efficiency in a minimum of space — giving you many extra loads per machine every day. Loading and unloading are accomplished quickly — easily . . . pneumatic powered "turn-over" boosts washing speed and capacity. It all adds up to greater profits for *you!*



Cylinder and shell revolve to unloading position as a unit without unbalancing the machine. Loads are more completely dumped. Aprons catch the load for easier transfer to extractor baskets.

BEFORE YOU INVEST—INVESTIGATE SUPER!

Call Your SUPER Jobber—or Wire or Write Direct—Today

SUPER LAUNDRY EQUIPMENT

SUPER LAUNDRY MACHINERY COMPANY

1113 W. CORNELIA AVE.
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GRaceland 7-8500

The function of soap is to keep soil suspended.

method used to determine the amount of alkali present in the washing solution. Alkali is made up of inactive and active alkali. Active part of an alkali is that part which actually does the work — fortifying soap against dirt.

Inactive alkali (which is sometimes called bicarbonate alkalinity) has no value as a detergent, and too much inactive alkali increases the problem of rinsing. Inactive alkali is sometimes present in natural water supply.

pH is the chemical method used to determine the strength of an alkali. In laundry washing it is also used to determine whether a sour bath is of proper strength.

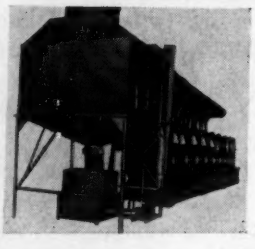
The pH scale is a device for making numerical comparisons from 0 to 14 of the acidity and alkalinity of solutions. A pH of 7.0 is neutral. All alkaline solutions have a pH of greater than 7.0. All acidic solutions have a pH of less than 7.0. The lower the pH, the greater the acidity; the higher the pH, the higher the alkalinity.

The Role of Soap. The history of soap goes back a long way before commercial laundering ever came to the scene. Although more refined today, the manufacturing process is essentially the same as it was centuries back. Soaps are made up of strong alkalies such as caustic soda and animal or vegetable fats. The alkali acts to saponify (split) the fat, yielding soap and glycerine as the products of the reaction.

The major function of soap is to keep loosened soil suspended in water so that it will not return to the fabrics. In addition, soaps exhibit emulsifying, wetting, and deflocculating properties.

Titer of Soaps. The titer of soap can be defined as the melting point of the fatty part of the soap. "Low titer" indicates that the melting point of the fatty part of soap is relatively low and "high titer" is relatively high. High titer soaps will be about 42 titer, medium titer soaps will be about 30, and low will be 20 titer or under. If a high titer soap is used in cold water, it does not dissolve well and is hard to rinse. Hot water should be used with high titer soaps. If the fabrics to be washed require low temperatures, as for example wool, low titer soap should be used.

Synthetic Detergents. The property of soaps to form insoluble lime soaps in hard water and their susceptibility to acid decomposition have prompted the

E/C LINT  COLLECTOR

Ever figure how much your lint problem is costing you each day in output..time..labor?

(That's how much an E/C Line Collector could save you!)

What you gain: a boost in output and profit 30%. If you use 9 tumblers you get the output of three more! 100% perfect lint-free washes; much faster drying time. Nothing like E/C Lint Collector on the market! *Get complete story from our representatives* (leading laundry machinery mfr's.). Why wait for good news. It's here, now!

Write—
875 VAN HOUTEN AVE., CLIFTON, N. J.

EASTERN CYCLONE

development of synthetic detergents designed to overcome these deficiencies.

Synthetic detergents have not found as wide use in laundries as they have in household usage, because due to its superior soil suspending properties, soap will produce a cleaner wash than a synthetic detergent when soft water is available for washing.

A serious problem created by the use of synthetic detergents is their ability to strip the last traces of greasy matter from washwheel cylinders leaving the doors of the cylinders without lubrication. If doors do not operate freely under ordinary conditions, they may stick tight when synthetic detergents are used for washing.

Laundry Bleaches. The value of bleach in the laundry lies in the fact that it often removes stubborn stains that soap and alkali fail to remove, it helps to retain the original whiteness of the washed fabrics, it removes the last trace of bluing, and acts as a sterilizer.

Bleaching is basically a chemical process—one that requires accurate control to obtain the best results. Trouble always follows when bleach is used incorrectly. At one extreme there can be a failure to obtain the desired stain-removing effects. At the other extreme there is the possibility of damage to the fabrics.

The mechanism by which a bleach removes stains differs with the kind of bleach being used. In laundry washing, both oxidizing and reducing bleaches are used. Put simply, oxidizing bleaches such as sodium hypochlorite, hydrogen peroxide and sodium perborate cause the staining material to combine with oxygen and the reducing bleaches such as sodium bisulfite, sodium hydrosulfite, and the titanium stripping salts remove oxygen from the staining material. Colorless or soluble substance are produced in both cases. The stain is thus either decolorized or dissolved by the wash bath.

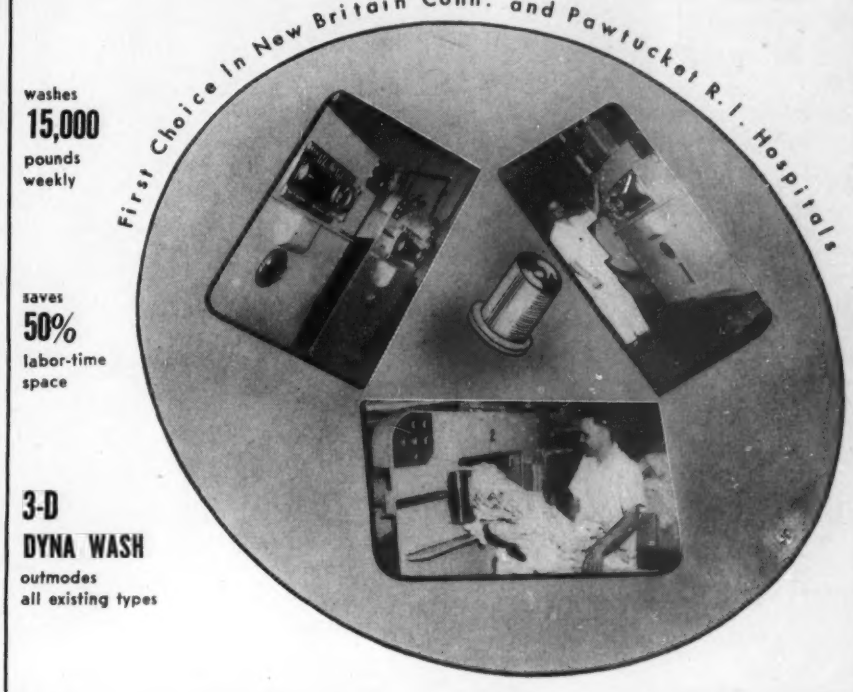
Bleach can cause great tensile strength loss. It should be controlled carefully as to the amount used, temperature, pH of bath, and time.

The presence of soil on fabrics or suspended soil in the wash bath when the bleach is added causes decomposition. Don't bleach until the load is free from soil. Bleach is selective and decomposes rapidly when in contact with soil.

Sodium hypochlorite, probably the most popular bleach, should not be used on silks, woolens, or colored work. Hydrogen peroxide or sodium perborate, however, can be employed with less risk on these wash categories. Some few laundries use hydrogen peroxide for bleaching white work but, because of higher cost and inferior stain removal properties, this type product has not been generally accepted. □

NO OTHER Washer is Like DYNA WASH

The first 3-D TYPE heavy duty Washer-Extractor



ALL NEW DYNA WASH features—*New* "FD." air extraction—*New* dual-flo dump — *New* sentriseal lifetime bearing protection —*New* automatic positioning—*New* sliding level loading — unloading.

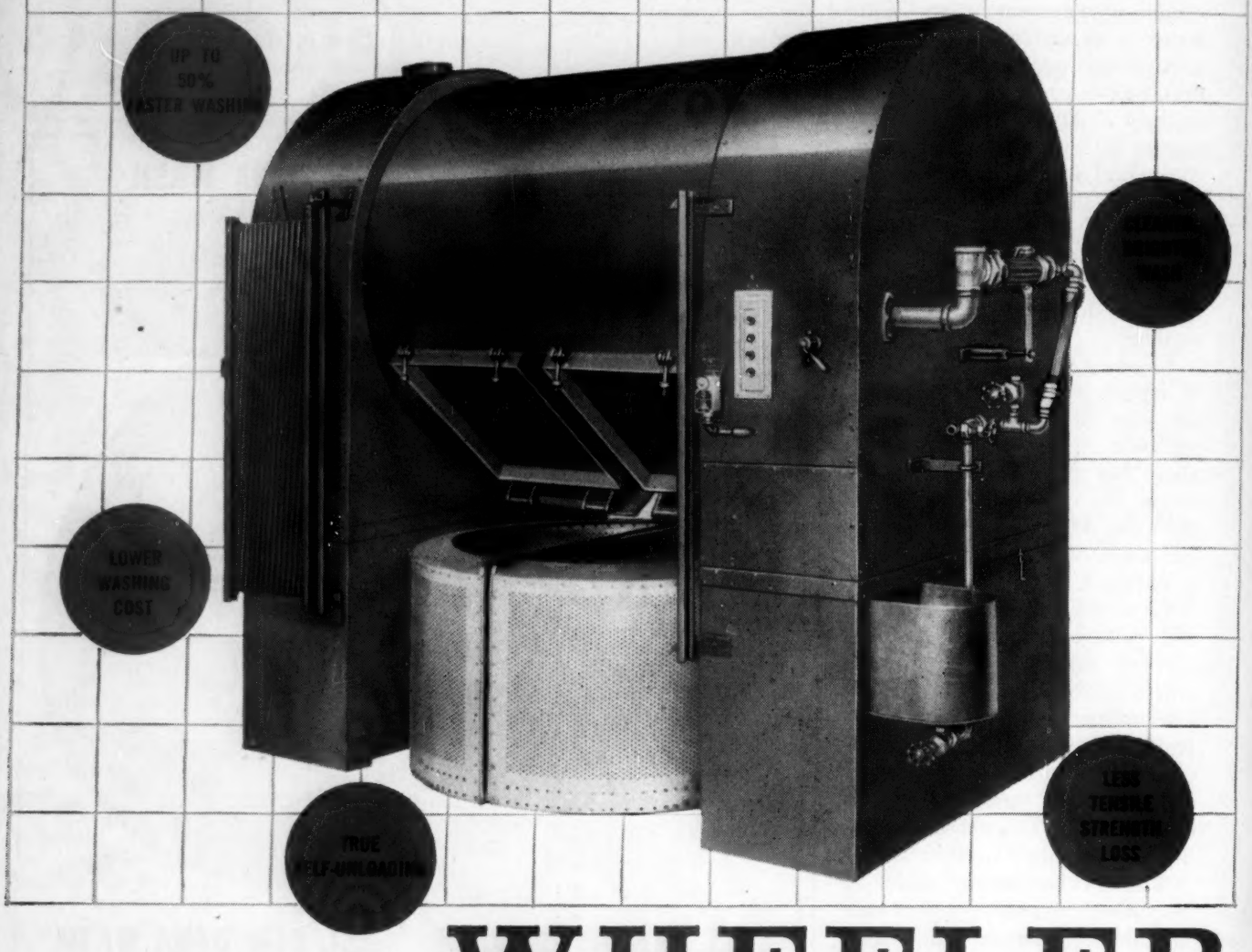
ALL NEW DYNA WASH broke the vibration barrier with *New* perfect dynamic balance — *New* electromagnetic friction clutch—*New* overhead straightline power assembly—*New* 2-way brake control.

DYNA WASH ushers in a *New Era of Ease* in the Laundry Industry.

PATENTS PENDING
TRADE MARK V.S.P.O.
APPLIED FOR

Developed and Engineered by
THE EDRO CORPORATION
New Britain, Connecticut

This washer makes your present washer obsolete



self-unloading WHEELER

No other washer approaches the Wheeler in productive capacity and operating economy. No other washer produces a cleaner, brighter wash!

Actual tests based on a United States Testing Company report show Tensile Strength Loss reduced by as much as 50% compared to that of the average conventional washer; Whiteness Retention 6% improved; Soil Removal 34% greater.

The Wheeler uses less hot water, less cold water, less steam, less power, less supplies per pound of load! Users report extraordinary performances never before attained by any conventional washer.

Get all the facts on the fabulous Wheeler Washer today!

Write, wire or phone Ludell . . . NOW!

Ludell MANUFACTURING COMPANY
5200 West State Street, Milwaukee 8, Wis.

*Industrial garments (colored) in 30 minutes or less a load, (white) in 48 minutes; dyed shop towels in 42 minutes; rags, 24 minutes.

Fritz Field

continued from page 16

pansion through. When it did come through, he set aside a room for the wrapping of the packs and showed how he could handle the operation with less trouble than Central Supply. The five-person operation was turned gratefully over to him and his team has done a bang-up job ever since.

Another operation he has been gunning for over a period of several years, is a little out of the way for a laundry, but Fritz feels he can and should handle it. This he calls "Operation Rubber Gloves" and its purpose is to secure for the laundry the washing, powdering and individual wrapping of these items. His administrator has already sent a report to other members of the administrative hierarchy outlining how the laundry could handle the operation, what space it would need, how many new people, etc.

As evidence of the caution exercised and time taken before a plan like this actually is put into operation, Fritz pointed to the date on the report — November 28, 1955.

"The mills of the gods grind slowly, but they grind exceeding fine," he smiled.

Diplomacy within the institution is only one part of Fritz's task. Diplomacy outside is important as well. He maintains the best of relations with other institutions. To a great measure this is due to his willingness to listen to problems other laundries have and to actually put on his hat, go down and see first hand what the difficulty is. He regards as one of his most notable achievements, while NAILM's president, the setting up of a consulting committee so problems could be handled on a more efficient basis. His local organization now has its own consulting committee and Fritz has proven of immense value to it.

Fritz also believes strongly in the public relations role of the modern LM. While we were there, a group of seniors from a local high school who had come to have a look at the laundry with a mind toward a career in institutional laundries were being guided through the big plant by the redoubtable Mr. Field.

As he explained the operations in detail and answered all questions thrown at him about working conditions, salaries, opportunities for advancement, and so on, Fritz was the picture of the perfect host. And he unquestionably left the students thinking that if an individual like him had chosen laundry managing for a career then it must be a good one.

An 'Unbelievable' Career

All this activity would be astonishing in a native born American who knew the ropes almost from childhood. It becomes almost unbelievable if one recalls that Fritz came to this country, a refugee, a little more than a decade ago, and hardly knew a word of English. Not only that, but his laundry experience could charitably be classified as "meager," consisting mainly of working with hand-operated machines.

But within six weeks of landing, due to an administrator's recognition of his basic ability, Fritz became the LM of a small New York hospital. For three years he worked there, absorbing laundering and English, then went on to another hospital in Massachusetts, and 12 years after coming to this country, had one of the best LM positions in the country — that at Mount Sinai.

Fritz wasted little time in improving his professional standing, once he knew what his line of work would be. He joined NAILM in 1940 and by talking to members, visiting their plants, reading their technical bulletins and attending educational meetings, he amassed an enviable store of knowledge. Soon others began to rely on his judgment and articles about cost analysis, vat dyeing, etc., etc., began to appear in the trade journals under his signature.

NAILM recognized his worth by making him publicity director in 1950, first vice president in 1952 and president in 1954.

Now his reputation is almost world wide, as attested to by his frequent visitors from all over the United States and foreign countries as well. His opinions have great weight among LMs and he is recognized as among the most influential and progressive among them.

An extraordinary achievement for the penniless immigrant of a decade and a half ago. A remarkable man is Mr. Field! □

Seventeen years ago, Fritz Field was a laundry novice. Today, his fame as an industry expert is world-wide.

Products Parade

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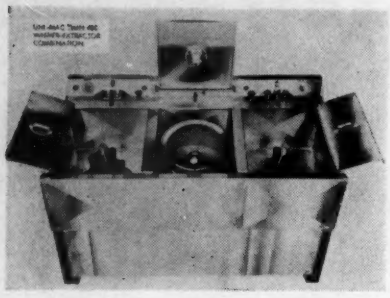
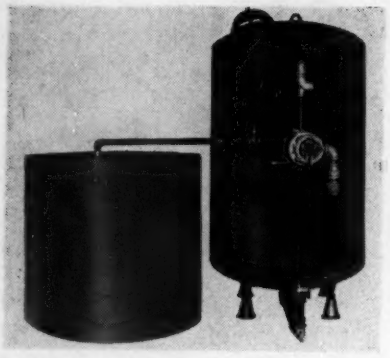


Uni-Mac Twin

The *Uni-Mac Co.* is marketing two models of its heavy duty combo washer-extractor—model 202 and model 400. These machines are said to be ideal for fast, specialized laundering in institutional plants. They take up only ten square feet of floor space and are easily installed. With Uni-Mac a load can be washed in from six to eight minutes. A high speed Jet-spray ball rinse-extractor rinses in three minutes and extracts in one minute. The machines do not require bolting to the floor. Heavy-duty water and electrical connections are standard equipment and there is said to be virtually no maintenance problem. According to a company survey, the average cost of washing and extracting using the Uni-Mac comes to only slightly more than two cents a pound.

CIRCLE 60 ON READERS INQUIRY CARD



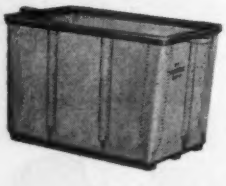
New Kisco Products

The *Kisco Boiler and Engineering Co.* has come out with a new, improved line of gas unit heaters and an addition to its line of waster softeners. The heaters, known as the Kisco Silent Automatic Gas-Heat Recirculators are self-contained, vented units that circulate air either by propeller fan or centrifugal blowers. They come in many sizes, are AGA approved and come completely assembled. The water softener is the Super-Flo, engineered for a non-restricted, maximum flow of water. This improvement is accomplished through by-passing the Solo Valve. Due to this principal it is possible to work with a smaller unit than would ordinarily be used. These softeners come in various capacities.

CIRCLE 61 ON READERS INQUIRY CARD

STEELE CANVAS BASKET CO., INC.

—Manufacturers of



STEELE

CANVAS BASKETS
CANVAS BAGS
CANVAS TRUCKS
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Quality Laundry Mechanical Fabrics

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GOLD LINE TINGUE QUALITY FABRICS

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Laundrymen everywhere are talking about

LUMAR THE FABRIC SOFTENER IN POWDER FORM

NEEDS NO MIXING...READY TO USE

Laundrymen say . . .

It cuts extraction and drying time.
It stops rolling on the ironer.
It prevents tailband sticking.
It prevents starch buildup on heads of presses.
It gives longer net and cover life.
It increases production of flat work uniforms and shirts because of fewer wrinkles and faster shakeout.
Institutions like it because it keeps blankets and spreads that are sometimes washed daily as soft as new.
Institutions also like it because they have learned that their linens are much softer and they last much longer.

It doesn't cost to use Lumar, it pays.

MARLYN CHEMICAL CO., INC., Lakeview, Ohio

Free Literature

continued from page 39

Overhead Loading Tumbler

Open-end Tumbler. Huebsch Manufacturing Division of the American Laundry Co. Illustrated folder. The 42-inch open-end tumbler with all its unique qualities and specifications is profiled. Capacity, drying time, floor space, shipping weight, included.
CIRCLE 15 ON READERS INQUIRY CARD

Finishing Equipment

Rotomatic Press Unit. The Unipress Co. This 1-page illustrated leaflet describes a one-girl finishing unit mounted on a revolving platform to bring the presses to the stationary operator.
CIRCLE 16 ON READERS INQUIRY CARD

Finishing Supplies

Dacron Ironer Covers. Gibraltar Fabrics. This 4-page booklet describes the company's flatwork ironer covers made of Datex (Dacron duck). Advantages are spelled out in detail, a price list is given and a swatch of the material is tipped into the book.
CIRCLE 17 ON READERS INQUIRY CARD

Covers and Pads. Revolite Division, Raybestos-Manhattan, Inc. A 4-page leaflet with description of the company's flat work ironer covers and padding said to be flexible, highly resilient and of fine quality asbestos. An illustration of a flat work iron equipped with padding and cover is included. There is also a brief story of how these products are manufactured and a listing of distributors.
CIRCLE 18 ON READERS INQUIRY CARD

Power Equipment

Boiler Feed Control. Kisco Boiler. 35 pp. An authoritative treatise prepared by R. L. Jickling, Ph. D., presents the complete story of water and its relation to boiler feed, and the prevention of scale, corrosion and foaming. Proper boiler feed control means longer production, maintenance and repair costs.
CIRCLE 19 ON READERS INQUIRY CARD

Materials Handling

Canvas lifts. W. T. Lane & Bros., Inc. Illustrated. Sizes and features of this "ideal labor saver", which has a lift platform of canvas reinforced with a steel frame. As weight of load increases, platform drops; as load is removed platform rises. All bending and stooping is eliminated.
CIRCLE 20 ON READERS INQUIRY CARD

Baskets—Trucks—Hampers. Steele Canvas Basket Co., Inc. 8-page folder. A wealth of rolling equipment including elevated baskets, hospital trucks, tilt trucks as well as hampers, baskets, extrator covers and spring-type bag holders are described in this illustrated folder. Dimensions listed.
CIRCLE 21 ON READERS INQUIRY CARD

Miscellaneous

Laundry Wax. Concord Chemical Co. Illustrated, two-page leaflet shows uses of Karagami Wax, powdered or cake form, for sprinkling on flatwork ironers and presses. Makes flatwork "ice smooth."
CIRCLE 22 ON READERS INQUIRY CARD

Research Program. H. Kohnstamm & Co., Inc. Illustrated. Company points out how its research program has advanced industry. Specific products mentioned.
CIRCLE 23 ON READERS INQUIRY CARD

Specialized Equipment. Eastern Cyclone. 11-page illustrated catalog. The company's lint collector, circulating soap system, wash machine loading hopper and advisory services, with layouts, detailed specifications are presented in this comprehensive catalog. Operation, installation, maintenance, etc., are all discussed.
CIRCLE 24 ON READERS INQUIRY CARD

Patch-Press System. Thermopatch Corp. A 4-page brochure on how this system reduces mending costs while providing permanent, neater linens. A picture of the air-operated press that is part of the system is shown.
CIRCLE 25 ON READERS INQUIRY CARD

Mechanical Laundry Fabrics. Tingue, Brown & Co. 20-page illustrated catalog including most kinds of mechanical laundry fabrics that the institutional LM will have to purchase.
CIRCLE 26 ON READERS INQUIRY CARD

Patch-Press System. Anglo Chemical and Rubber Co. One page illustrated leaflet describing this system that works with ready-cut patches plus an electric applicator machine to fuse backings onto linens. □
CIRCLE 27 ON READERS INQUIRY CARD

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With runaway inflation upon us

WILLIAMS Laundry Machy Co.

is still selling equipment at pre-war prices.

see classified ad page or below

CLASSIFIED ADVERTISEMENTS

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ATTENTION: Hotel & motel owners, institutional managers. Having trouble getting additional equipment due to high prices? Play it smart, get your additional equipment from **WILLIAMS** Ldry Machy Co., at pre-war prices. We can help you get the equipment you need to improve your production with up-to-date, rebuilt equipment and labor saving devices. All equipment guaranteed in first class running condition. Do not hesitate to call upon us if you are planning to expand or for advice in outfitting a complete laundry installation. We also carry a complete line of new equipment at bargain prices! Write, wire or phone for complete list **WILLIAMS LAUNDRY MACHINERY CO.**, Inc., 37-37 9th Street, Long Island City 1, New York, STillwell 6-6666.

INDUSTRY'S BEST BUYS!

- 1—8-roll 120" American flatwork ironer
- 1—6-roll 120" Paramount flatwork ironer
- 1—4-roll 120" American flatwork ironer

Above machines in excellent mechanical condition at reasonable prices. Will take trade-ins.

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- PLAY GARMENTS IMBEDDED WITH GRIME AND DIRT?
- HEAVY WORK CLOTHES COVERED WITH GREASE AND OIL?
- HOUSEHOLD ARTICLES STAINED WITH KITCHEN GREASES AND ALL OTHER SOIL?

Use LESTOIL, liquid detergent, in the break with one-shot or standard formulas. LESTOIL washes out ***ALL*** types of soil in ***ALL*** classifications.

LESTOIL — is all season — all purpose

Perspiration soil, grease, grime, grass stains, tar — any hard to remove soil is effectively combatted by adding only 5 ounces of LESTOIL to each 100 pounds of work (dry weight). ***NO NEED*** of ***EXCESS*** alkali and bleach to do a quality job. LESTOIL is safe for every fabric — equally effective in hot or cold, hard or soft water. Works wonders where gentle frictional action and cool water are required.

COLORS BRIGHT AS AUTUMN LEAVES

No re-depositing of soil with LESTOIL — all dirt rinses out easily. LESTOIL gives you excellent detergency — the most important factor in the whiteness retention and cleansing ability of your formula. You'll be pleased with the snowy whites, the fresh sparkling colors produced by LESTOIL. LESTOIL ***guarantees*** brighter, whiter, sweet-smelling, really clean fabrics.

RAKE IN FALL BUNDLES WITH LESTOIL

LESTOIL, the liquid detergent with built-in versatility is just what you need for successful, professional laundering. The LESTOIL-wise laundryman knows that LESTOIL in the break produces quality bundles that bring satisfied customers back again and again. Why don't ***YOU*** try LESTOIL — it will result in satisfied customers and a harvest of good profits for you this fall.

For information call your nearest supplier or write for a generous free sample to:

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Serving the Laundry Industry for twenty-three years.

LESTOIL GIVES YOU A BETTER BREAK

The Challenge Laundry Tumbler provides high speed production that keeps the work flow fast and steady. It is the modern "drier-conditioner" for modern laundry facilities. With only one operator (required for less than 5 minutes per hour) the Challenge Laundry Tumbler will full dry goods at the rate of 800 lbs. (dry weight) per hour or condition at the rate of 2,400 lbs. (dry weight) per hour.

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When you are planning to remodel your present plant layout or build new plant facilities, "team up" with Challenge-American.

The American Laundry Machinery Company, exclusive distributors for Challenge Tumblers, provides a valuable engineering and planning service. American's extensive facilities and years of experience are available to you in planning your future laundry operation. (This service is offered without cost or obligation). With the Challenge-American team you are sure of the most efficient, most practical installation to fit your needs.

The Challenge Automatic Loader is another labor-saving unit, designed to work with the Challenge Tumbler.

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Short, punchy DRISUDZ formulas get your loads out fast—and the work sparkles!

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Let your Cowles Technical Man help you simplify linen control with speedy DRISUDZ washing formulas.

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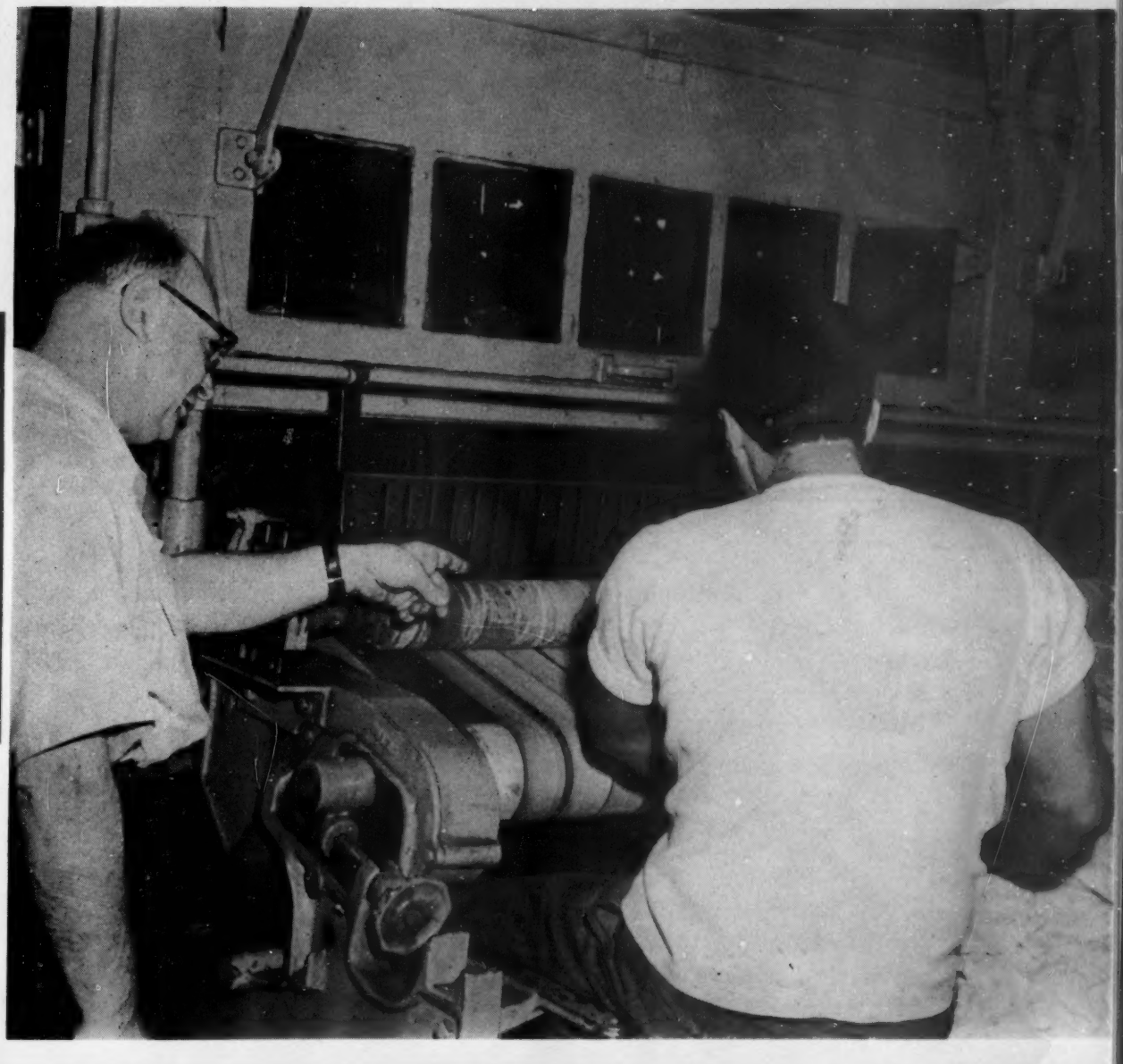
Institutional Laundry

the magazine for the institutional laundry manager



arolee Labor . . .

n men on parole vide the answer the LM's ever-owing problem of to find trained that doesn't cost arm and a leg? an authoritative ort, see story on ge 13.

Now is the time to look to your linen's future! KOHNSTAMM's hundred years of laundry "know-how" can lengthen the life of your linens and help you avoid expensive replacement costs.

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Contact your KOHNSTAMM representative today. Let him demonstrate to you the full value any laundry receives from KOHNSTAMM's new methods and materials that make your work easier and better.

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Give your linens extra lives with New AD-DRI Bleach

Here's the truly modern, *dry* bleach that multiplies the service life of sheets, pillowcases, towels, gowns, etc. It's New Ad-Dri! Safe to use . . . gentle in action . . . it snaps dingy fabrics back to sparkling whiteness with minimum tensile strength loss.

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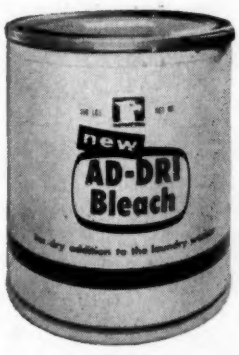

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OLIN MATHIESON CHEMICAL CORPORATION
INDUSTRIAL CHEMICALS DIVISION • BALTIMORE 3, MD.

How an LM Team Doctored a Si

The patient was in a dangerous condition and the future looked dark. Could this troubleshooting team of LMs come up with the right medicine before it was too late?

Before: Troubleshooting team prescribes means to halt production snags.

Hospital X was in trouble. Machinery breakdowns in the laundry were piling up. Even a seven day work week could hardly cope with the load. And worse was to follow.

A big increase was due in bed capacity. A greater tonnage of linen would be piling up without means to handle it.

Help was needed and it was needed fast!

Fortunately the top hospital executives didn't panic. They gave the situation the once over and made a quick decision.

A short time later the phone rang in the office of one of the most prominent LMs in the area. Hospital X was on the phone.

Could he round up a team of troubleshooters, to come with them down to the laundry and see what could be done?

He certainly could!

Within the week, three veteran LMs moved rapidly into the picture. They appeared at the hospital with instructions to "analyze present production and to submit recommendations to bring the laundry up to a good production standard."

The team began its investigations in the heart of the laundry—the washroom. A close check showed that of four wheels, handling 6,210 pounds daily, only two were in good condition. Washer number three, formerly used for dyeing, consumed too much water and supplies. Washer number four broke down periodically.

The LMs noted these facts then moved on to the battery of extractors. There they found a worse situation.

The principal reason for this came out in a comment by one of the team: "The size of the extractors should conform to the size of the washwheels so you can make use of their full capacity without having to mix different loads. Yet of the three extractors in the laundry not one had the same capacity of any of the wheels."

Furthermore, the LMs realized

a Sick Laundry

quickly that only one of the three was even in fair shape. The other two required immediate checking of their bearings and rubbers.

The conclusion they came to after an overall inspection of the washroom was that the only equipment in good condition were the two drying tumblers. These processed 2,240 pounds per day and had been purchased only a short time before.

"It might be of interest to point out," the LMs reported at this stage of the investigation, "that we did not yet know how much work the laundry processed. There was no scale and no one had computed weekly poundage. If machinery had been purchased before we came in it would have been bought blind. However, at the next area of our inspection we were able to piece together how much work the laundry actually did."

This next area was the finishing room. Here the LMs observed that the flatwork ironer ran at 35 feet a minute, and processed 275 pounds an hour or 13,750 pounds in the 50 hour work week. In their hands they had a figure showing that flatwork comprised 55 per cent of the weekly load.

Taking out pencil and paper and calculating rapidly the team came up with the likely weekly laundry poundage—25,000 pounds.

With the help of this figure a severe inadequacy in the laundry was exposed. The team had been informed previous to the survey that numerous departments had complained about chronic linen shortages. These shortages were shown to be justified when the LMs divided the laundry poundage by the number of adult beds. They found the hospital was getting 9.7 pounds of linen per patient days, well below the 13 and 14 pound average for other short term hospitals with maternity service.

Another critical weakness in the laundry was labor cost. The survey team pointed out that the 28-man crew received wages of $4,350 a month. Based on the weekly output of 25,000 pounds this ran the labor cost up to four cents a pound. Comparable institutions paid three cents a pound. They noted that with labor costs representing 75 per cent of total processing expense, it is the decisive factor in rating institutional laundry efficiency.

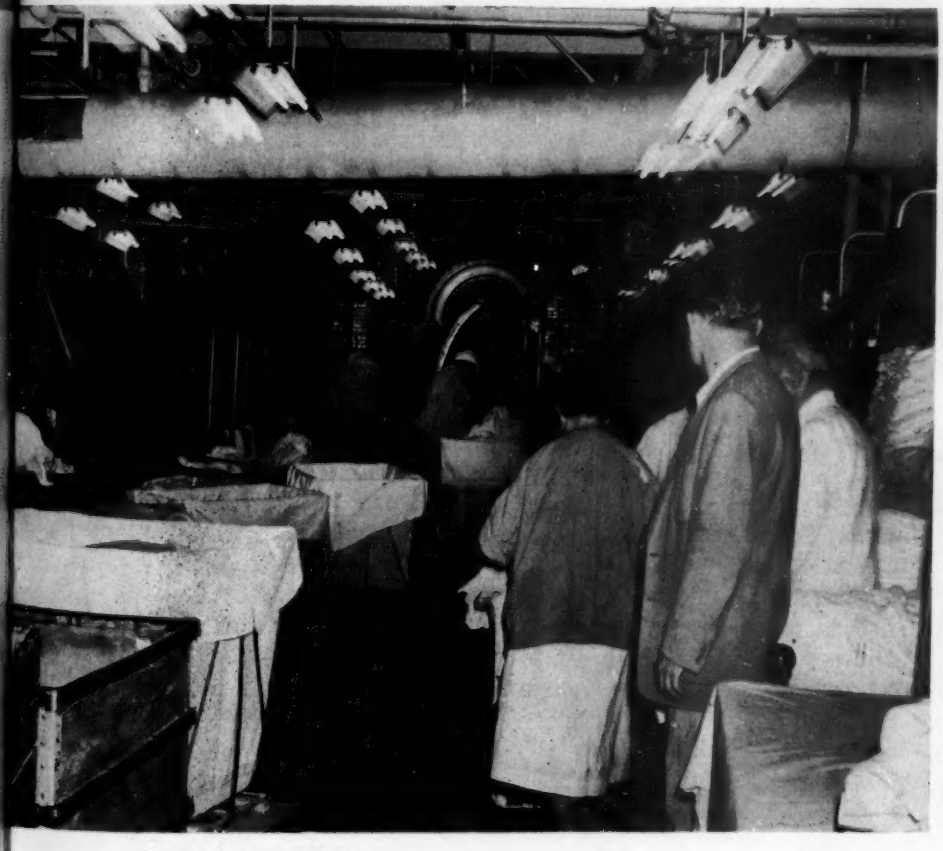
Another blow to low cost operation was found when the LMs probed into utility charges. They had first observed that all equipment, except for the presses, operated seven days a week, which meant they were not running at rated capacity. They knew that machines with a light load use more steam and electricity than those running at rated capacity.

Checking with the chief engineer they got the following daily utility costs: Steam for heating water—$5.14 heating equipment—$4.42 Electricity—$7.50.

The total cost for steam and electricity for the 365 days the laundry operated came to $6,200. If instead of operating seven days a week with equipment running below capacity, the laundry worked five and a half days a week with the machines at rated capacity, utility savings alone would be approximately $1,000 a year.

The team also was quick to comment that the seven-day week operation not only increased labor and utility costs but the wear on the machinery became ex-

After: New equipment and layout have helped patient make a full recovery.



Thanks to the recommendations of the troubleshooting team, production climbed while the work week grew shorter. This saved the hospital $10,000 a year.

cessive because no regular time could be set aside for maintenance.

"We felt as a general conclusion," one of the LMs said, "that while faster production could be achieved by more efficient use of machinery, e.g., speeding up the flatwork ironer to 45 feet a minute for sheets, the equipment was not adequate for hospital needs. Too much of it was obsolete or in bad physical shape.

"In addition, the layout was extremely inefficient with dirty and clean linens criss-crossing throughout the plant. Also, the area was so crowded with carts and badly placed machinery, workers would keep bumping into each other.

"The situation at the flatwork ironer was deplorable. The back of the machine faced the washer loading area. This meant that after garments had been washed they had to be carted around to the front of the ironer. When they were finished, they came off the machine right smack against the pile of dirty linens."

For these reasons the LMs proposed a complete laundry over-hauling. They based their recommendations on what was to be the maximum bed capacity. The hospital was expanding from 417 beds and 100 bassinets to 523 beds and 120 bassinets. To meet this expansion 55,000 pounds of laundry would have to be processed weekly. On a five and a half day week this would amount to 10,000 pounds a day.

To achieve this maximum figure the LMs recommended the following new equipment:

Two 42 x 96 unloading washers with automatic controls. At a capacity of 450 pounds a load, and figuring ten loads a day for each machine, the washers would process 9,000 pounds. Washers one and two of the old equipment would be retained for additional poundage.

One extractor with three sets of containers, having a capacity the same as the washers—450 pounds. Running three loads an hour it could knock out 9,450 pounds a day. One extractor would be retained of the old equipment.

A shakeout and conditioning tumbler.

A 120-inch, eight-roll flatwork ironer. At a capacity of 900 pounds an hour, 7,200 pounds could be finished a day. This would be well above any conceivable demand so the team felt safe in suggesting that the obsolete six-roll machine be scrapped.

A canopy for the ironer.

A double lane folder.

A spreader.

A drying tumbler.

The quotation for this equipment delivered and set ready connection was $71,143.

Layout Changes Proposed

They proposed several layout changes as well. The uniform room and linen repair department, at the time separated from the laundry, would be moved onto the laundry floor. The flatwork ironer would be turned around so that work could be fed directly into it from the washer. By this simple expedient the criss-crossing of clean and dirty linen would be largely eliminated. Other layout changes were also proposed.

In presenting these suggestions the LMs included a statement of savings to be expected.

To process 25,000 pounds under the old setup 28 workers were needed. If their suggestions were followed 55,000 pounds a week could be processed with 22 workers on a 44 instead of a 50 hour shift. The saving of six workers would mean a reduced yearly labor cost of $9,000. This added to the $1,000 to be saved on utilities would mean the hospital laundry would cost $10,000 a year less to process more than twice as much work.

The team had really accomplished an extraordinary job!

These recommendations were submitted in 1951. The hospital followed up on them swiftly. Did the results bear out the survey?

A visit to the hospital a couple of weeks ago proved that they did and in spectacular fashion. A few figures can highlight the extraordinary changes.

Instead of eight to nine pounds of linen per patient day, the laundry now provides 12½ pounds —and this with an increase of over a hundred patients. The cost of running the laundry has only risen seven and one half per cent in the six years since overhauling, while patient day cost has gone up close to three times as much.

Furthermore, figuring an actual saving of $10,000 yearly, the administration added an additional sum to this because the laundry processed twice as much work as before, and amortized all their new equipment within five years.

Employe morale, at a low before changes, is now excellent. Instead of being a dreary, frustrating place to work in, the plant is cheerfully lit and arranged for employe ease and comfort.

A letter that the hospital's business manager wrote to the overall director of this institutional complex sums up the startling improvement:

"You may remember that the LMs committee did an outstanding job of planning and designing which five years ago led to a very far reaching reconstruction and rehabilitation of our laundry facilities. After five years I can tell you that the plan worked in all details and the anticipated efficiency and actual savings were realized."

The trouble-shooting LMs had rescued the hospital laundry in a dramatic race against time! □

This TROY WASHER saves even MORE work

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Here's unloading at its best — fast because it's simple. The Troy unloading shelf, (which is standard at no extra charge) guides work directly into the extractor baskets, so no accessory apron devices are needed in this operation.

It's simple to operate, too — and fully protected by electrical interlocks for complete safety. Long service life is assured through such features as the stainless steel plate front, sturdy rear X-brace and an ingenious new take-up feature on the quiet, efficient chain drive.

Like Troy washers with fixed or removable "Slyde-Out" shelves, Troy unloading washers are available with or without automatic controls. Sizes include: 42″ x 54″, 42″ x 84″ and 42″ x 96″ — proof again that the only name you need to know in washers is TROY!

NEW! Bulletin gives valuable information on construction, features, dimensions and specifications.

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Free Literature

(Circle appropriate key numbers on Readers Service Card for your free copies)

Washing Equipment

Washer-Extractor. Washex Machinery Co. Leaflet describing the company's new washer extractor which comes in two capacities, 220-250 pounds and 330-370 pounds. Other specifications and washing formula are included.
CIRCLE 1 ON READERS INQUIRY CARD

Unloading Washer. Super Laundry Machy. Co. Illustrated. Details on the company's unloading washer, said to provide peak efficiency in a minimum of space. Pneumatic powered turnover boosts washing speed and capacity. Cylinder and shell revolve to unloading position as a unit without unbalancing machine.
CIRCLE 2 ON READERS INQUIRY CARD

Self-Unloading Washer. Ludell Manufacturing Co. A 4-page illustrated brochure describing this washer that unloads directly into the extractor basket. Other desirable features of this machine are enumerated and the back page of the folder has several testimonial letters from satisfied users.
CIRCLE 3 ON READERS INQUIRY CARD

Complete Line. American Laundry Machinery Co. 8-page illustrated brochure including American's complete hospital line of washers, extractors, tumblers, flatwork ironers and pressing units. Data and specifications of all items are provided.
CIRCLE 4 ON READERS INQUIRY CARD

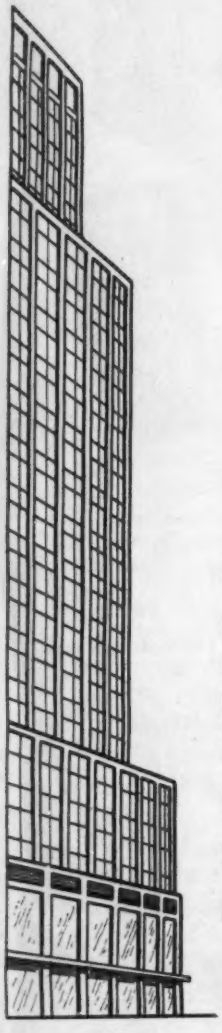
Complete Line. Troy Laundry Machinery Co., Division of American Machine and Metals, Inc. 24-page booklet. Included are descriptions of the washers, extractors, tumblers, presses, ironers folders and accessories. The booklet is illustrated with pictures of this equipment (much of it automatic), and detailed specifications are given. Troy also describes its special layout and photo plan services.
CIRCLE 5 ON READERS INQUIRY CARD

Unit Wash. G. A. Braun, Inc. A photo action report of an institution that has just installed two 200-pound washer-extractors. Savings in space, time and supplies are specified.
CIRCLE 6 ON READERS INQUIRY CARD

Tumblers. Challenge Manufacturing Co. This 16-page, copiously illustrated booklet describes a tumbler said to condition work at the rate of 2,400 pounds an hour. Pictures of the loading operation are provided with an Evaporation chart and a chart showing how conditioning affects ironer speed. Company background, testimonial letters and a list of distributors are included, plus a list of hospital and hotel installations.
CIRCLE 7 ON READERS INQUIRY CARD

Extractor. The Hydraxtor Company. This 4-page illustrated folder gives the principal features of the hydraxtor and cut-away drawings show precisely how the machine operates.
CIRCLE 8 ON READERS INQUIRY CARD

Washer-Extractor. Bill Glover, Inc. A 2-page illustrated folder with special News-Gram release listing features and specifications of the company's 60 and 100-pound fully automatic washer-extractors. Front and back view illustrations of the machines are provided.
CIRCLE 9 ON READERS INQUIRY CARD



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"The UniMac TWINS have been trouble-free over a period of four years . . . practically no maintenance costs." **SHORE CLUB HOTEL, MIAMI BEACH, FLA.**

"Save an estimated $100 monthly in dollars and percentages of costs." **OCEAN RANCH VILLAS, POMPANO BEACH, FLA.**

"Save $12 a day doing laundry on premises . . . $4,320 per year!' **CITY MOTEL, WASHINGTON, PA.**

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Washing Supplies

Liquid Detergent. Adell Chemical Co. What this detergent can do for you and its effectiveness in all kinds of water. Types of difficult soils on which it is most effective.
CIRCLE 10 ON READERS INQUIRY CARD

Tailored Detergent. Pennsalt Chemicals. Leaflet describes Pensal-M, "foolproof" detergent that's easy on linens, tailored for institutional use.
CIRCLE 11 ON READERS INQUIRY CARD

Ad-Dri Bleach. Olin Mathieson Chemical Corp. 4-page leaflet describing this new bleach that can be added dry to the suds. Features of the new bleach are described plus method of using and how it can be purchased. Results of nationwide tests in laundries are also reported. The company claims that this dry bleach provides excellent whiteness protection with minimum tensile strength loss.
CIRCLE 12 ON READERS INQUIRY CARD

Fabric Softener. Marlyn Chemical. Two-page illustrated folder revealing advantages of this softening agent in cutting extraction, shakeout and finishing time. Also described are specific advantages for hospital laundries in using this powder when washing sheets and blankets. Specific directions for the use of Lumar are included in the leaflet which describes many additional uses of this laundry product.
CIRCLE 13 ON READERS INQUIRY CARD

Alkaline Emulsifying Detergent. Cowles Chemical Co. A 6-page leaflet containing complete data about the company's "Escolin," said to make cold rinsing easy and to save up to 75 per cent on soap. Reasons why this product is of particular use to the institutional LM are given and a coupon to be filled out is included for those LMs who want a salesman to visit them.
CIRCLE 14 ON READERS INQUIRY CARD

continued on page 47

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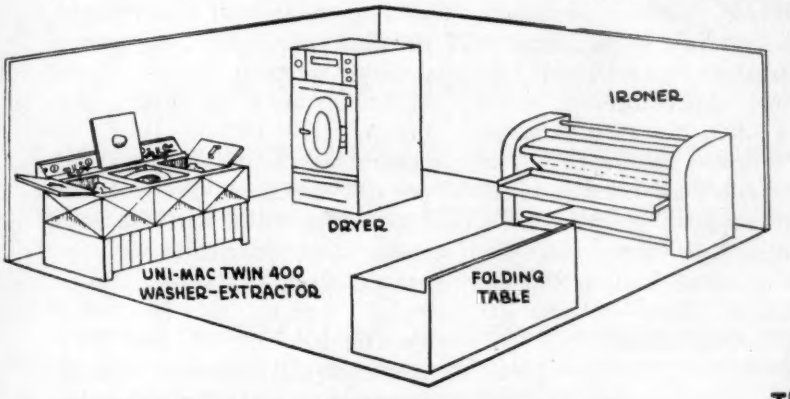

This compact installation of heavy-duty laundry equipment can be yours —paid for out of savings—complete with UniMac TWIN 400, a dryer and an ironer, only $2,410. With UniMac TWIN 202, $2,319. With UniMac MODEL 100, $2,019.

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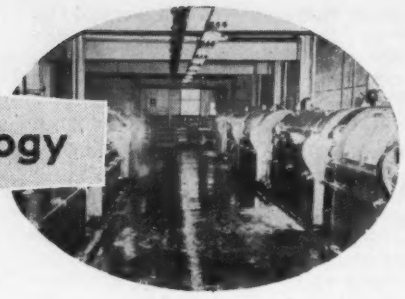
LMents of washroom technology



Soaps and Bleaches

by Gerald Fox
IL Technical Consultant

The second in a three part series designed to give the LM a working knowledge of laundry chemistry

The Role of Heat. Heat is as much a component of the washing formula as soap or water. It performs the following functions: increases the solubility of soils; helps washing supplies dissolve more rapidly; speeds up detergent action, and kills bacteria.

Functions of the Load. The load itself, that is the fabrics that are being washed, contribute to their own cleaning. When soiled fabrics rub and bump against one another in the washwheel, they help to mechanically loosen up ground-in dirt. This action is essential for complete soil removal and for adequate soil dispersion.

How Soil Helps Detergency. The ability of certain components of soil to aid in the cleaning of other components amounts in effect to the soil helping to clean itself. Here's how it works: alkali chemically changes fatty (oily) soils to soap which does the same job as the purchased soap you add to the wheel.

The Role of the Washwheel. In addition to serving as the container for the cleaning process the washwheel imparts mechanical action, which is brought about when the fabrics within the cylinder are lifted by ribs or horizontal partitions to a point near the top of the washwheel, where they are dropped back to the bottom of the cylinder. This produces a friction of fabric against fabric, and the pressure of the fabrics dropping down onto other fabrics on the bottom of the cylinder produces a squeezing action.

About Alkalies. Alkalies are acid neutralizers. Their water solutions have a soapy feeling and they are the "chief assistant" to soap. There are many alkaline compounds, but only a few of these are used for laundry washing, namely, caustic soda, sodium orthosilicate, sodium sesquisilicate, sodium meta silicate, trisodium phosphate and soda ash. At the same concentrations, these alkalies when dissolved in water have different strengths. The above alkalies are listed in order of their strength.

Alkalies help loosen soil from fabrics by emulsification and deflocculation. They are also excellent wetting agents.

Overcoming Acids in Soils

Many soiled fabrics contain some acid matter. Alkali neutralizes this acid and therefore prevents soap from decomposing. If soap alone is used in washing, these acids take away some of the alkali from the soap itself, forming acid soaps that dry out on the fabrics and cause hard-to-remove soap specks. But when you use an alkali, the acid in the soil is destroyed and the soap is protected.

Not often realized is the ability of alkalies to make soap of fatty soils by saponification (the reaction between fat and alkali to form soap). This soap which is being manufactured in the washwheel will then be disposed where it can be most effective for cleaning, namely within the soil that is to be cleaned.

About 15 years ago, it was considered wrong to start the washing cycle with a water temperature over 100°F. for fear of setting stains. Today, many launderers are using starting temperatures of 140 to 160F. In general such formulas have shown no real tendency to set stains. This is due to the fact that such stains react chemically with and are dissolved by the hot, alkaline break solutions. Any increase in the temperature of the break operation will also result in higher temperatures of the succeeding suds baths and these increased temperatures will result in improved detergency.

Special classes of work such as operating room linen and some linen supplies still require low temperatures on the break.

Measuring Alkalinity. There are two methods of measuring alkalinity in a washing operation: titration and pH methods.

Titration is the chemical

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SUPER UNLOADING WASHER

NOW... A KING'S RANSOM TRADE-IN ALLOWANCE ON THE WASHER THAT GIVES YOU EXTRA LOADS–EXTRA PROFITS!

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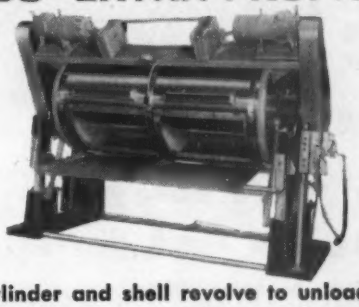
The SUPER UNLOADING WASHER is designed to deliver peak efficiency in a minimum of space — giving you many extra loads per machine every day. Loading and unloading are accomplished quickly — easily... pneumatic powered "turn-over" boosts washing speed and capacity. It all adds up to greater profits for *you!*



Cylinder and shell revolve to unloading position as a unit without unbalancing the machine. Loads are more completely dumped. Aprons catch the load for easier transfer to extractor baskets.

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The function of soap is to keep soil suspended.

method used to determine the amount of alkali present in the washing solution. Alkali is made up of inactive and active alkali. Active part of an alkali is that part which actually does the work — fortifying soap against dirt.

Inactive alkali (which is sometimes called bicarbonate alkalinity) has no value as a detergent, and too much inactive alkali increases the problem of rinsing. Inactive alkali is sometimes present in natural water supply.

pH is the chemical method used to determine the strength of an alkali. In laundry washing it is also used to determine whether a sour bath is of proper strength.

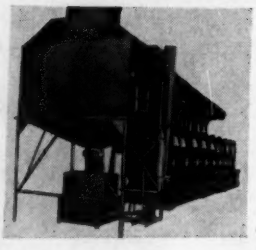
The pH scale is a device for making numerical comparisons from 0 to 14 of the acidity and alkalinity of solutions. A pH of 7.0 is neutral. All alkaline solutions have a pH of greater than 7.0. All acidic solutions have a pH of less than 7.0. The lower the pH, the greater the acidity; the higher the pH, the higher the alkalinity.

The Role of Soap. The history of soap goes back a long way before commercial laundering ever came to the scene. Although more refined today, the manufacturing process is essentially the same as it was centuries back. Soaps are made up of strong alkalies such as caustic soda and animal or vegetable fats. The alkali acts to saponify (split) the fat, yielding soap and glycerine as the products of the reaction.

The major function of soap is to keep loosened soil suspended in water so that it will not return to the fabrics. In addition, soaps exhibit emulsifying, wetting, and deflocculating properties.

Titer of Soaps. The titer of soap can be defined as the melting point of the fatty part of the soap. "Low titer" indicates that the melting point of the fatty part of soap is relatively low and "high titer" is relatively high. High titer soaps will be about 42 titer, medium titer soaps will be about 30, and low will be 20 titer or under. If a high titer soap is used in cold water, it does not dissolve well and is hard to rinse. Hot water should be used with high titer soaps. If the fabrics to be washed require low temperatures, as for example wool, low titer soap should be used.

Synthetic Detergents. The property of soaps to form insoluble lime soaps in hard water and their susceptibility to acid decomposition have prompted the

E/C LINT  COLLECTOR

Ever figure how much your lint problem is costing you each day in output..time..labor?

(That's how much an E/C Line Collector could save you!)

What you gain: a boost in output and profit 30%. If you use 9 tumblers you get the output of three more! 100% perfect lint-free washes; much faster drying time. Nothing like E/C Lint Collector on the market! *Get complete story from our representatives* (leading laundry machinery mfr's.). Why wait for good news. It's here, now!

Write— EASTERN CYCLONE

875 VAN HOUTEN AVE., CLIFTON, N. J.

development of synthetic detergents designed to overcome these deficiencies.

Synthetic detergents have not found as wide use in laundries as they have in household usage, because due to its superior soil suspending properties, soap will produce a cleaner wash than a synthetic detergent when soft water is available for washing.

A serious problem created by the use of synthetic detergents is their ability to strip the last traces of greasy matter from washwheel cylinders leaving the doors of the cylinders without lubrication. If doors do not operate freely under ordinary conditions, they may stick tight when synthetic detergents are used for washing.

Laundry Bleaches. The value of bleach in the laundry lies in the fact that it often removes stubborn stains that soap and alkali fail to remove, it helps to retain the original whiteness of the washed fabrics, it removes the last trace of bluing, and acts as a sterilizer.

Bleaching is basically a chemical process—one that requires accurate control to obtain the best results. Trouble always follows when bleach is used incorrectly. At one extreme there can be a failure to obtain the desired stain-removing effects. At the other extreme there is the possibility of damage to the fabrics.

The mechanism by which a bleach removes stains differs with the kind of bleach being used. In laundry washing, both oxidizing and reducing bleaches are used. Put simply, oxidizing bleaches such as sodium hypochlorite, hydrogen peroxide and sodium perborate cause the staining material to combine with oxygen and the reducing bleaches such as sodium bisulfite, sodium hydrosulfite, and the titanium stripping salts remove oxygen from the staining material. Colorless or soluble substance are produced in both cases. The stain is thus either decolorized or dissolved by the wash bath.

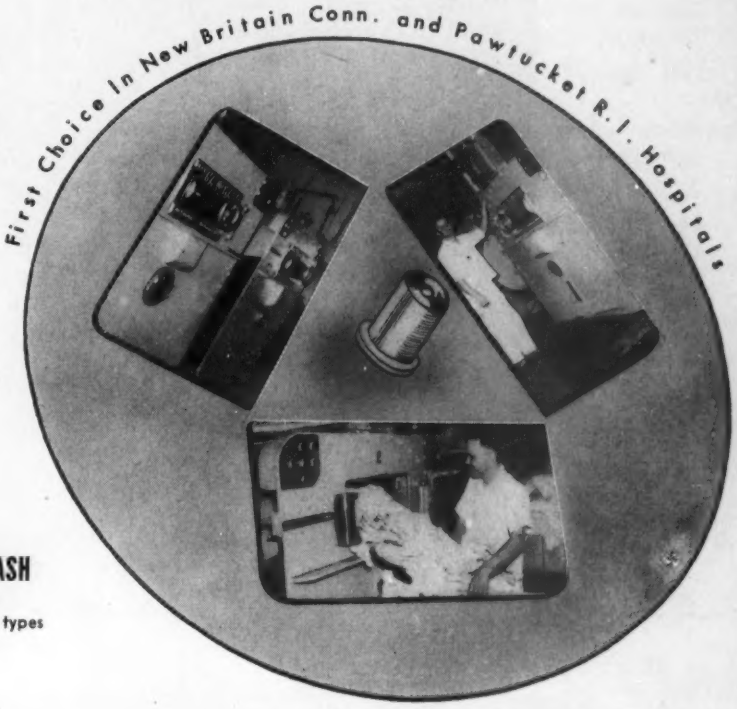
Bleach can cause great tensile strength loss. It should be controlled carefully as to the amount used, temperature, pH of bath, and time.

The presence of soil on fabrics or suspended soil in the wash bath when the bleach is added causes decomposition. Don't bleach until the load is free from soil. Bleach is selective and decomposes rapidly when in contact with soil.

Sodium hypochlorite, probably the most popular bleach, should not be used on silks, woolens, or colored work. Hydrogen peroxide or sodium perborate, however, can be employed with less risk on these wash categories. Some few laundries use hydrogen peroxide for bleaching white work but, because of higher cost and inferior stain removal properties, this type product has not been generally accepted. □

NO OTHER Washer is Like **DYNA WASH**

The first 3-D TYPE heavy duty Washer-Extractor



ALL NEW DYNA WASH features—*New* "FD." air extraction—*New* dual-flo dump — *New* sentriseal lifetime bearing protection —*New* automatic positioning—*New* sliding level loading — unloading.

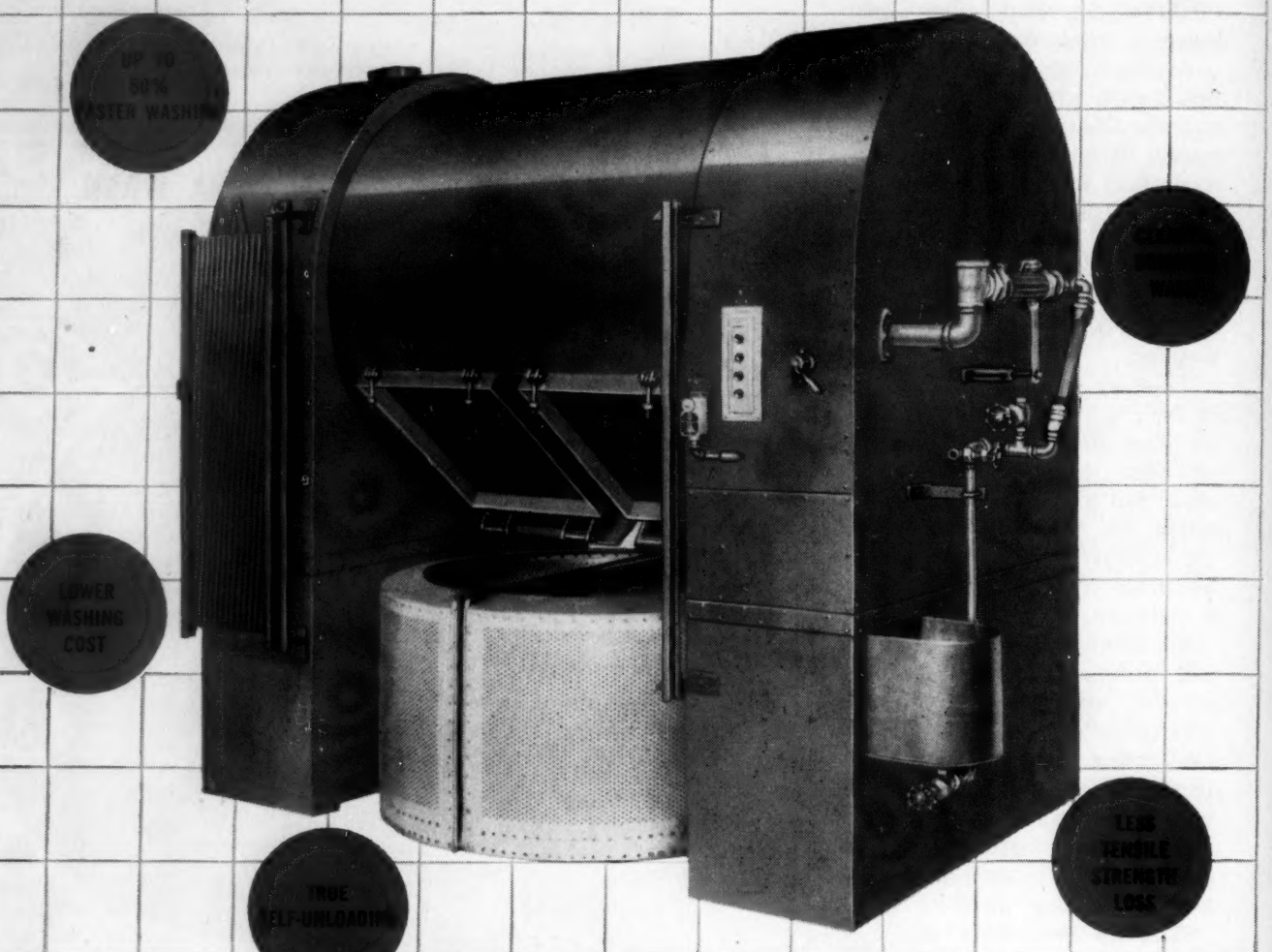
ALL NEW DYNA WASH broke the vibration barrier with *New* perfect dynamic balance — *New* electromagnetic friction clutch—*New* overhead straightline power assembly—*New* 2-way brake control.

DYNA WASH ushers in a *New Era of Ease* in the Laundry Industry.

PATENTS PENDING
TRADE MARK V.S.P.O.
APPLIED FOR

Developed and Engineered by
THE EDRO CORPORATION
New Britain, Connecticut

This washer makes your present washer obsolete



self-unloading WHEELER

No other washer approaches the Wheeler in productive capacity and operating economy. No other washer produces a cleaner, brighter wash!

Actual tests based on a United States Testing Company report show Tensile Strength Loss reduced by as much as 50% compared to that of the average conventional washer; Whiteness Retention 6% improved; Soil Removal 34% greater.

The Wheeler uses less hot water, less cold water, less steam, less power, less supplies per pound of load! Users report extraordinary performances never before attained by any conventional washer.

Get all the facts on the fabulous Wheeler Washer today!

Write, wire or phone Ludell . . . NOW!

*Industrial garments (colored) in 30 minutes or less a load, (white) in 48 minutes; dyed shop towels in 42 minutes; rags, 24 minutes.

Ludell MANUFACTURING COMPANY
5200 West State Street, Milwaukee 8, Wis.

Fritz Field

continued from page 16

pansion through. When it did come through, he set aside a room for the wrapping of the packs and showed how he could handle the operation with less trouble than Central Supply. The five-person operation was turned gratefully over to him and his team has done a bang-up job ever since.

Another operation he has been gunning for over a period of several years, is a little out of the way for a laundry, but Fritz feels he can and should handle it. This he calls "Operation Rubber Gloves" and its purpose is to secure for the laundry the washing, powdering and individual wrapping of these items. His administrator has already sent a report to other members of the administrative hierarchy outlining how the laundry could handle the operation, what space it would need, how many new people, etc.

As evidence of the caution exercised and time taken before a plan like this actually is put into operation, Fritz pointed to the date on the report — November 28, 1955.

"The mills of the gods grind slowly, but they grind exceeding fine," he smiled.

Diplomacy within the institution is only one part of Fritz's task. Diplomacy outside is important as well. He maintains the best of relations with other institutions. To a great measure this is due to his willingness to listen to problems other laundries have and to actually put on his hat, go down and see first hand what the difficulty is. He regards as one of his most notable achievements, while NAILM's president, the setting up of a consulting committee so problems could be handled on a more efficient basis. His local organization now has its own consulting committee and Fritz has proven of immense value to it.

Fritz also believes strongly in the public relations role of the modern LM. While we were there, a group of seniors from a local high school who had come to have a look at the laundry with a mind toward a career in institutional laundries were being guided through the big plant by the redoubtable Mr. Field.

As he explained the operations in detail and answered all questions thrown at him about working conditions, salaries, opportunities for advancement, and so on, Fritz was the picture of the perfect host. And he unquestionably left the students thinking that if an individual like him had chosen laundry managing for a career then it must be a good one.

An 'Unbelievable' Career

All this activity would be astonishing in a native born American who knew the ropes almost from childhood. It becomes almost unbelievable if one recalls that Fritz came to this country, a refugee, a little more than a decade ago, and hardly knew a word of English. Not only that, but his laundry experience could charitably be classified as "meager," consisting mainly of working with hand-operated machines.

But within six weeks of landing, due to an administrator's recognition of his basic ability, Fritz became the LM of a small New York hospital. For three years he worked there, absorbing laundering and English, then went on to another hospital in Massachusetts, and 12 years after coming to this country, had one of the best LM positions in the country — that at Mount Sinai.

Fritz wasted little time in improving his professional standing, once he knew what his line of work would be. He joined NAILM in 1940 and by talking to members, visiting their plants, reading their technical bulletins and attending educational meetings, he amassed an enviable store of knowledge. Soon others began to rely on his judgment and articles about cost analysis, vat dyeing, etc., etc., began to appear in the trade journals under his signature.

NAILM recognized his worth by making him publicity director in 1950, first vice president in 1952 and president in 1954.

Now his reputation is almost world wide, as attested to by his frequent visitors from all over the United States and foreign countries as well. His opinions have great weight among LMs and he is recognized as among the most influential and progressive among them.

An extraordinary achievement for the penniless immigrant of a decade and a half ago. A remarkable man is Mr. Field! □

Seventeen years ago, Fritz Field was a laundry novice. Today, his fame as an industry expert is world-wide.

Products Parade

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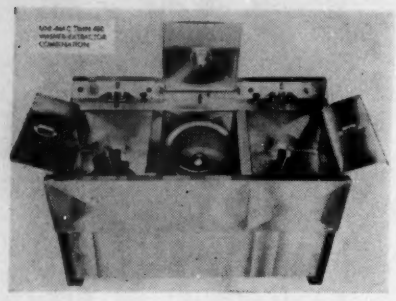
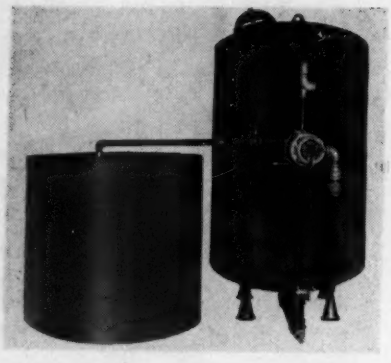


Uni-Mac Twin

The *Uni-Mac Co.* is marketing two models of its heavy duty combo washer-extractor—model 202 and model 400. These machines are said to be ideal for fast, specialized laundering in institutional plants. They take up only ten square feet of floor space and are easily installed. With Uni-Mac a load can be washed in from six to eight minutes. A high speed Jet-spray ball rinse-extractor rinses in three minutes and extracts in one minute. The machines do not require bolting to the floor. Heavy-duty water and electrical connections are standard equipment and there is said to be virtually no maintenance problem. According to a company survey, the average cost of washing and extracting using the Uni-Mac comes to only slightly more than two cents a pound.

CIRCLE 60 ON READERS INQUIRY CARD



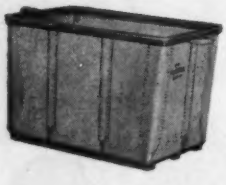
New Kisco Products

The *Kisco Boiler and Engineering Co.* has come out with a new, improved line of gas unit heaters and an addition to its line of waster softeners. The heaters, known as the Kisco Silent Automatic Gas-Heat Recirculators are self-contained, vented units that circulate air either by propeller fan or centrifugal blowers. They come in many sizes, are AGA approved and come completely assembled. The water softener is the Super-Flo, engineered for a non-restricted, maximum flow of water. This improvement is accomplished through by-passing the Solo Valve. Due to this principal it is possible to work with a smaller unit than would ordinarily be used. These softeners come in various capacities.

CIRCLE 61 ON READERS INQUIRY CARD

STEELE CANVAS BASKET CO., INC.

—Manufacturers of



STEELE

CANVAS BASKETS
CANVAS BAGS
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GOLD LINE TINGUE QUALITY FABRICS

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Laundrymen everywhere are talking about

LUMAR THE FABRIC SOFTENER IN POWDER FORM

NEEDS NO MIXING...READY TO USE

Laundrymen say . . .

It cuts extraction and drying time.
It stops rolling on the ironer.
It prevents tailband sticking.
It prevents starch buildup on heads of presses.
It gives longer net and cover life.
It increases production of flat work uniforms and shirts because of fewer wrinkles and faster shakeout.
Institutions like it because it keeps blankets and spreads that are sometimes washed daily as soft as new.
Institutions also like it because they have learned that their linens are much softer and they last much longer.

It doesn't cost to use Lumar, it pays.

MARLYN CHEMICAL CO., INC., Lakeview, Ohio

Free Literature

continued from page 39

Overhead Loading Tumbler

Open-end Tumbler. Huebsch Manufacturing Division of the American Laundry Co. Illustrated folder. The 42-inch open-end tumbler with all its unique qualities and specifications is profiled. Capacity, drying time, floor space, shipping weight, included.
CIRCLE 15 ON READERS INQUIRY CARD

Finishing Equipment

Rotomatic Press Unit. The Unipress Co. This 1-page illustrated leaflet describes a one-girl finishing unit mounted on a revolving platform to bring the presses to the stationary operator.
CIRCLE 16 ON READERS INQUIRY CARD

Finishing Supplies

Dacron Ironer Covers. Gibraltar Fabrics. This 4-page booklet describes the company's flatwork ironer covers made of Datex (Dacron duck). Advantages are spelled out in detail, a price list is given and a swatch of the material is tipped into the book.
CIRCLE 17 ON READERS INQUIRY CARD

Covers and Pads. Revolite Division, Raybestos-Manhattan, Inc. A 4-page leaflet with description of the company's flat work ironer covers and padding said to be flexible, highly resilient and of fine quality asbestos. An illustration of a flat work iron equipped with padding and cover is included. There is also a brief story of how these products are manufactured and a listing of distributors.
CIRCLE 18 ON READERS INQUIRY CARD

Power Equipment

Boiler Feed Control. Kisco Boiler. 35 pp. An authoritative treatise prepared by R. L. Jickling, Ph. D., presents the complete story of water and its relation to boiler feed, and the prevention of scale, corrosion and foaming. Proper boiler feed control means longer production, maintenance and repair costs.
CIRCLE 19 ON READERS INQUIRY CARD

Materials Handling

Canvas lifts. W. T. Lane & Bros., Inc. Illustrated. Sizes and features of this "ideal labor saver", which has a lift platform of canvas reinforced with a steel frame. As weight of load increases, platform drops; as load is removed platform rises. All bending and stooping is eliminated.
CIRCLE 20 ON READERS INQUIRY CARD

Baskets—Trucks—Hampers. Steele Canvas Basket Co., Inc. 8-page folder. A wealth of rolling equipment including elevated baskets, hospital trucks, tilt trucks as well as hampers, baskets, extrator covers and spring-type bag holders are described in this illustrated folder. Dimensions listed.
CIRCLE 21 ON READERS INQUIRY CARD

Miscellaneous

Laundry Wax. Concord Chemical Co. Illustrated, two-page leaflet shows uses of Karagami Wax, powdered or cake form, for sprinkling on flatwork ironers and presses. Makes flatwork "ice smooth."
CIRCLE 22 ON READERS INQUIRY CARD

Research Program. H. Kohnstamm & Co., Inc. Illustrated. Company points out how its research program has advanced industry. Specific products mentioned.
CIRCLE 23 ON READERS INQUIRY CARD

Specialized Equipment. Eastern Cyclone. 11-page illustrated catalog. The company's lint collector, circulating soap system, wash machine loading hopper and advisory services, with layouts, detailed specifications are presented in this comprehensive catalog. Operation, installation, maintenance, etc., are all discussed.
CIRCLE 24 ON READERS INQUIRY CARD

Patch-Press System. Thermopatch Corp. A 4-page brochure on how this system reduces mending costs while providing permanent, neater linens. A picture of the air-operated press that is part of the system is shown.
CIRCLE 25 ON READERS INQUIRY CARD

Mechanical Laundry Fabrics. Tingue, Brown & Co. 20-page illustrated catalog including most kinds of mechanical laundry fabrics that the institutional LM will have to purchase.
CIRCLE 26 ON READERS INQUIRY CARD

Patch-Press System. Anglo Chemical and Rubber Co. One page illustrated leaflet describing this system that works with ready-cut patches plus an electric applicator machine to fuse backings onto linens. □
CIRCLE 27 ON READERS INQUIRY CARD

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With runaway inflation upon us

WILLIAMS Laundry Machy Co.

is still selling equipment at pre-war prices.

see classified ad page or below

CLASSIFIED ADVERTISEMENTS

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ATTENTION: Hotel & motel owners, institutional managers. Having trouble getting additional equipment due to high prices? Play it smart, get your additional equipment from **WILLIAMS** Ldry Machy Co., at pre-war prices. We can help you get the equipment you need to improve your production with up-to-date, rebuilt equipment and labor saving devices. All equipment guaranteed in first class running condition. Do not hesitate to call upon us if you are planning to expand or for advice in outfitting a complete laundry installation. We also carry a complete line of new equipment at bargain prices! Write, wire or phone for complete list **WILLIAMS LAUNDRY MACHINERY CO.**, Inc., 37-37 9th Street, Long Island City 1, New York, STillwell 6-6666.

INDUSTRY'S BEST BUYS!

- 1—8-roll 120" American flatwork ironer
- 1—6-roll 120" Paramount flatwork ironer
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Above machines in excellent mechanical condition at reasonable prices. Will take trade-ins.

B.M.S. LAUNDRY MACHINERY CO.

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LESTOIL

LIQUID DETERGENT

- HEAVILY SOILED SUMMER CLOTHES SLATED FOR WINTER STORAGE?
- PLAY GARMENTS IMBEDDED WITH GRIME AND DIRT?
- HEAVY WORK CLOTHES COVERED WITH GREASE AND OIL?
- HOUSEHOLD ARTICLES STAINED WITH KITCHEN GREASES AND ALL OTHER SOIL?

Use LESTOIL, liquid detergent, in the break with one-shot or standard formulas. LESTOIL washes out ***ALL*** types of soil in ***ALL*** classifications.

LESTOIL — is all season — all purpose

Perspiration soil, grease, grime, grass stains, tar — any hard to remove soil is effectively combatted by adding only 5 ounces of LESTOIL to each 100 pounds of work (dry weight). ***NO NEED*** of ***EXCESS*** alkali and bleach to do a quality job. LESTOIL is safe for every fabric — equally effective in hot or cold, hard or soft water. Works wonders where gentle frictional action and cool water are required.

COLORS BRIGHT AS AUTUMN LEAVES

No re-depositing of soil with LESTOIL — all dirt rinses out easily. LESTOIL gives you excellent detergency — the most important factor in the whiteness retention and cleansing ability of your formula. You'll be pleased with the snowy whites, the fresh sparkling colors produced by LESTOIL. LESTOIL ***guarantees*** brighter, whiter, sweet-smelling, really clean fabrics.

RAKE IN FALL BUNDLES WITH LESTOIL

LESTOIL, the liquid detergent with built-in versatility is just what you need for successful, professional laundering. The LESTOIL-wise laundryman knows that LESTOIL in the break produces quality bundles that bring satisfied customers back again and again. Why don't ***YOU*** try LESTOIL — it will result in satisfied customers and a harvest of good profits for you this fall.

For information call your nearest supplier or write for a generous free sample to:

ADELL CHEMICAL COMPANY

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Serving the Laundry Industry for twenty-three years.

LESTOIL GIVES YOU A BETTER BREAK

The Challenge Laundry Tumbler provides high speed production that keeps the work flow fast and steady. It is the modern "drier-conditioner" for modern laundry facilities. With only one operator (required for less than 5 minutes per hour) the Challenge Laundry Tumbler will full dry goods at the rate of 800 lbs. (dry weight) per hour or condition at the rate of 2,400 lbs. (dry weight) per hour.

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When you are planning to remodel your present plant layout or build new plant facilities, "team up" with Challenge-American.

The American Laundry Machinery Company, exclusive distributors for Challenge Tumblers, provides a valuable engineering and planning service. American's extensive facilities and years of experience are available to you in planning your future laundry operation. (This service is offered without cost or obligation). With the Challenge-American team you are sure of the most efficient, most practical installation to fit your needs.

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